

OHIO STATE UNIVERSITY  
Basement  
Stacks

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 90

JUNE 9, 1934

Number 23

## INTEREST TO ENTHUSIASM

Only **NUSOY** Gives

*Guaranteed Results!*

NUSOY is produced *primarily* for human use in a modern sanitary \$500,000 plant. It is entirely different from anything you have ever tried before. We are confident that NUSOY will meet every requirement—so confident that we say "NUSOY must make good or we will."

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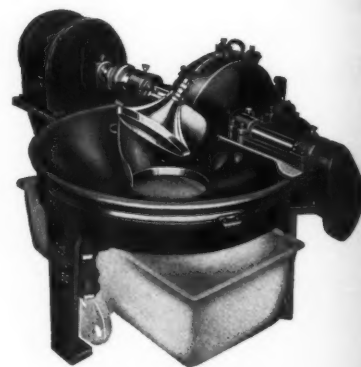
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# USERS . . . of the Latest Model "BUFFALO"

## Self Emptying

## SILENT CUTTER

THIS impressive list of prominent sausage manufacturers is proof that performance alone is responsible for the increasing use of the "BUFFALO" Self-Emptying Silent Cutter in the production of quality sausage at a profit. It will pay you to learn all the facts about this sensational machine.



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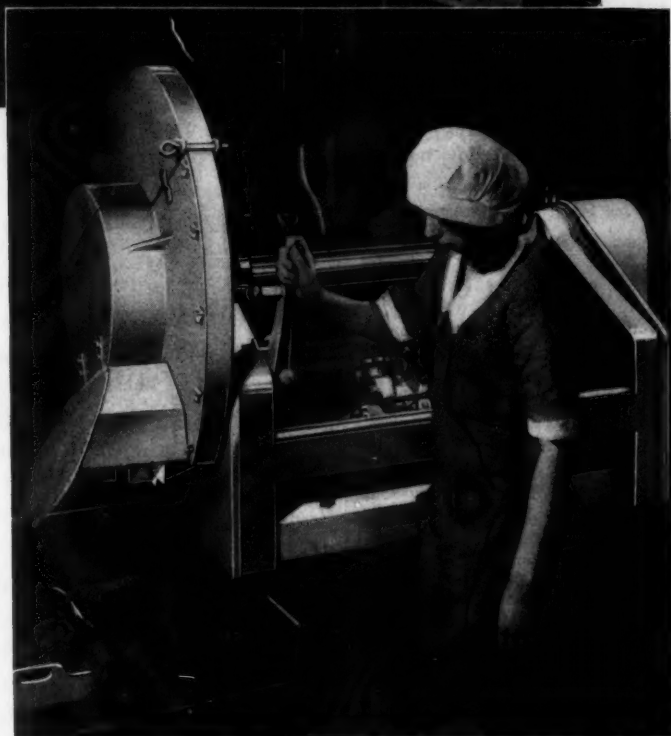
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5024

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# UNLESS YOU HAVE ALL OF THESE ADVANTAGES

## ESSENTIAL FEATURES Found in ADELMANN Ham Boilers

1

The self-sealing cover on all ADELMANN Ham Boilers permits the ham to cook in its own juice—flavor and quality are assured!

2

Improved pressure bar design eliminates cover tilting; elliptical yielding springs maintain constant firm pressure over a large area assuring firm solid product. Yielding springs permit the ham to expand while cooking, minimizing shrinkage. Boilers are practical, easier to operate.

3

Large corners and plain covers are a feature of ADELMANN design. Cleaning is easier—neglect of boilers is discouraged. Ample reinforcement is used to insure long, useful life under strenuous service.

4

ADELMANN Ham Boilers are made of Cast Aluminum, Nirossta Metal, Monel Metal and Tinned Steel. The most complete line available.

Liberal trade-in schedules make it profitable to equip with new ADELMANN Ham Boilers. Write for complete details!

*You are NOT getting  
full profit from ham  
boiling operations*

Examine the list of ADELMANN features to the left—and check with present ham boiling equipment. If the retainers you use do not have every one of these advantages, your operations are not as efficient as possible.

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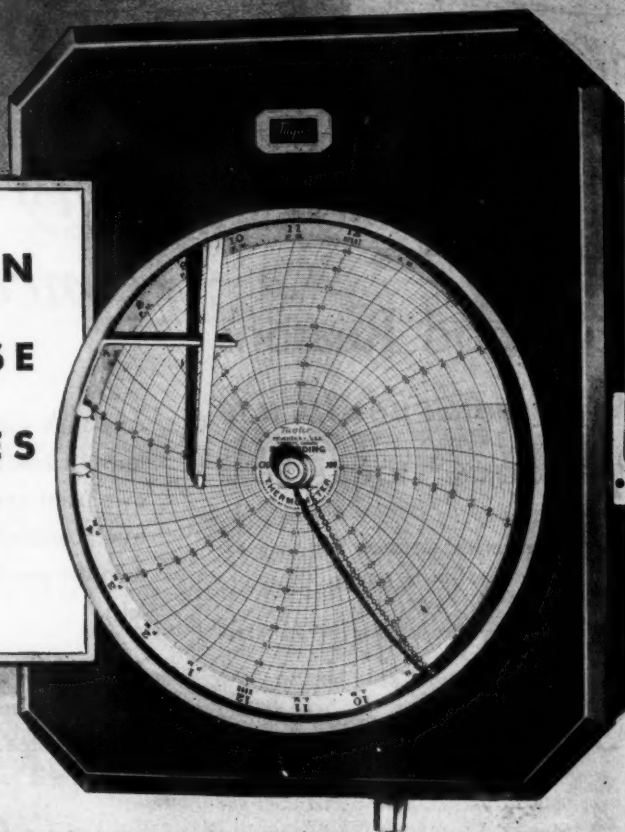
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**INEXPENSIVE** but extremely durable and efficient, this Taylor Smoke House Recorder provides a continuous 24-hour written record of smoke house temperatures—enables you to maintain more uniform shrinkage—improve color and general quality of your cuts.

## VARIATIONS IN SMOKE HOUSE TEMPERATURES

*reduced*



**Built specially to meet modern smoke house conditions, New Taylor Recorder prevents excessive shrinkage—aids in maintaining uniformity of product. Send for details.**

**THE BIG PROBLEM** of the smoke house is the problem of temperature. The necessity for controlling this important variable within close limits to obtain the best shrink, color and general uniformity is now generally appreciated. Yet few packers are aware that even in today's modern smoke house, variations in shrinkages of the same grade and quality located in different parts of the smoke house often run as high as 10%.

To help meet this condition which is costing packers thousands of dollars annually Taylor has developed the Smoke House Recorder shown here. Product of many years' experience in engineering temperature control installations for lead-

ing packers, it incorporates features making it the most practical and efficient instrument ever developed for this difficult service.

### **Many New Features**

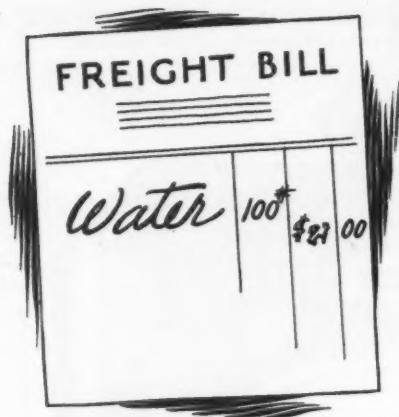
Its new, practically frictionless mechanism contains many important refinements. This is housed in a one-piece, die-cast aluminum case that is dust-, moisture-, and fume-proof. The special Ambrac Armor and 18-8 stainless steel bulb resist the corrosive action of smoke—insuring long service. A clean-cut, accurate day-by-day written record of temperatures on an 8½" chart provides a valuable check on operating conditions.

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**TEMPERATURE and PRESSURE  
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# Why pay freight on water?

*Buy liquid soap in  
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### ARMOUR'S LIQUID SOAP

- 1 Soap content specified. You know exactly what you're getting.
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- 4 500 branches provide facilities for prompt shipment and excellent service.
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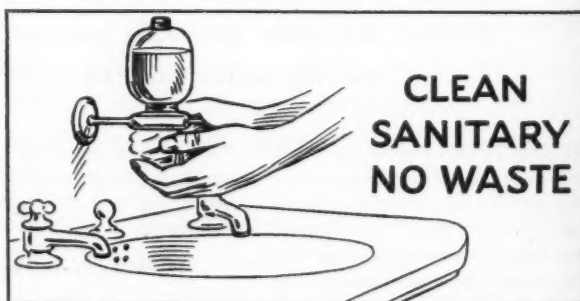
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Where small amounts are required or it is impractical to reduce and handle concentrated liquid soap, our 15% soap is ideal — and you still have the advantages indicated above under 1—2—4—5—6.

Armour's Liquid Soap is available in concentrated form; it can be reduced with distilled water in your own plant to meet your exact needs. This plan offers true economy. In addition, many other advantages go with the purchase of Armour's Liquid Soap (see list at left).

Armour's Liquid Soap — both Amber and Green — is made from selected, refined coconut oil and is pleasingly scented. It contains *no free caustic* and is guaranteed to be absolutely pure.

Send today for details and our dispensers-at-cost offer.



# ARMOUR'S LIQUID SOAP

ARMOUR AND COMPANY • Industrial Soap Division • 1355 W. 31st ST., CHICAGO, ILL.



# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 90

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## How Much Is Shrinkage Costing You Today?

— AN EDITORIAL —

ONE of the difficulties a packer meets in a period of substantial price changes is the necessity for constantly revising "rule of thumb" calculations he uses as a guide in his buying and selling operations.

A man in this business almost always has in the back of his mind certain more or less "normal" relationships between his raw material costs and product prices, certain differentials between prices of various kinds and grades of product, and certain "short cut" methods which he employs for quick figuring on a proposed purchase or sale. These work well enough when the price level remains stable, but they may be misleading if they are not promptly brought up to date when a change takes place.

An example of this is furnished by the present situation as to prices of various manufactured products which show a material shrinkage in processing.

On an item like boiled hams, for example, the packer might have figured last fall that, with sweet pickled skinned hams at around 9 cents, he could add  $2\frac{3}{4}$  cents to cover cost of the weight loss of

some 30 per cent in boning and cooking. Now, with the same sweet pickled hams at 14 cents, he must add about 6 cents a pound to cover the same percentage of weight loss, if he is to arrive at a correct finished cost. The difference is  $3\frac{1}{4}$  cents a pound.

If the packer who was using  $2\frac{3}{4}$  cents as a rough measure for boning and shrinkage cost last fall is still using that figure in his mental calculations, then he is under-figuring the cost of his finished product by  $3\frac{1}{4}$  cents per pound—even if all his other calculations are correct.

*This difference is enough to wipe out any net profit he might otherwise obtain.*

On another page THE NATIONAL PROVISIONER presents a table which should be of assistance to packers in expediting and making more nearly accurate their cost calculations on boiled hams. Similar tables on other items will be published from time to time. They will not only repay study, but will be convenient for frequent reference when costs are being calculated at different market levels.

## Figuring Shrinkage in Making Boiled Hams

COST figuring on packinghouse products is made difficult for the man who likes to "carry his figures in his head" by the fact that on some costs he must think in terms of cents per pound, while on others he must do his thinking in terms of percentages of his raw material costs.

Costs of labor, supplies and overhead, for example, are not influenced by product values, and often tend to remain about the same, even when product prices change materially.

This was particularly important to remember when prices were declining. Processing margins had to be figured

at fixed amounts per unit of product until a reduction could be made in labor or material costs.

On the other hand, certain costs vary directly as the value of the product varies. Chief among these is the cost of shrinkage.

*This cost is not a fixed amount per*

pound of product, but is a fixed percentage of the value of the product.

#### Shrinkage Is Important.

Shrinkage occurs in a very large proportion of all packinghouse processes. A hundred pounds of raw materials seldom produces a hundred pounds of finished product. The decrease in weight results from removal of certain portions of the cut (such as bones, fat, etc.) or from weight losses due to smoking, cooking, rendering, etc.

Anyone who figures costs—particularly for the purpose of arriving at selling prices—must keep this factor in mind. To the cost of raw materials used must be added not only a cost per pound or per hundredweight for processing, but also a cost for the shrinkage.

This shrinkage item must be EXPRESSED in cents per pound (or dollars per cwt.), but it must be FIGURED from the value of the raw materials used.

To assist packers in making such calculations readily THE NATIONAL PROVISIONER presents in the table herewith the approximate cost of the shrinkage factor in the production of boiled hams, at different percentages of shrinkages and at different value levels.

#### Get the Right Cost Figure.

The table can be readily extended by the addition of other columns for any different percentages of shrink which may be experienced by individual packers, and by the use of additional lines for any prices not quoted.

The packer who uses such a table, or something similar, will be sure that he has included in his cost the proper amount to cover his actual shrinkage factor. He will not be misled by the use of any arbitrary flat sum which he may perhaps have fallen into the habit of employing in his mental calculations.

It goes without saying that shrinkage cost is only a part of the expense incurred in converting sweet pickled hams into boiled hams.

Due allowance must be made for labor, supplies, and other expenses incurred in boning, fattening, tying or pressing, cooking, wrapping, packing, loading, delivery, and selling operations, plus a proper allowance for administrative expense and profits. Most of these items, however, are more readily figured at a flat amount per pound, subject to adjustment only as the costs of labor, supplies, etc., increase or decrease.

Packers or ham boilers desiring reprints of the SHRINKAGE COST TABLE FOR BOILED HAMS may obtain them, either singly or in quantities, upon application to THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Similar tables covering other products will be published from time to time.

## HOW TO FIGURE SHRINKAGE COST IN MAKING BOILED HAMS

Amount per cwt. necessary to be added to cover cost of weight loss in converting S. P. Skinned Hams into Boneless Boiled Hams at specified percentages of weight loss.\*

Market Price per cwt. of Standard S. P. SKD. HAMS	Shrinkage					
	24%	26%	28%	30%	32%	34%
\$8.00	\$2.53	\$2.81	\$3.11	\$3.43	\$3.76	\$4.12
8.25	2.61	2.90	3.21	3.54	3.88	4.25
8.50	2.68	2.99	3.31	3.64	4.00	4.38
8.75	2.76	3.07	3.40	3.75	4.12	4.51
9.00	2.84	3.16	3.50	3.86	4.24	4.64
9.25	2.92	3.25	3.60	3.96	4.35	4.77
9.50	3.00	3.34	3.69	4.07	4.47	4.89
9.75	3.08	3.43	3.79	4.18	4.59	5.02
10.00	3.16	3.51	3.89	4.29	4.71	5.15
10.25	3.24	3.60	3.99	4.39	4.82	5.28
10.50	3.32	3.69	4.08	4.50	4.94	5.41
10.75	3.39	3.78	4.18	4.61	5.06	5.54
11.00	3.47	3.87	4.28	4.71	5.18	5.67
11.25	3.55	3.95	4.38	4.82	5.29	5.80
11.50	3.63	4.04	4.47	4.93	5.41	5.92
11.75	3.71	4.13	4.57	5.04	5.53	6.05
12.00	3.79	4.22	4.67	5.14	5.65	6.18
12.25	3.87	4.30	4.76	5.25	5.76	6.31
12.50	3.95	4.39	4.86	5.36	5.88	6.44
12.75	4.03	4.48	4.96	5.46	6.00	6.57
13.00	4.11	4.57	5.06	5.57	6.12	6.70
13.25	4.18	4.66	5.15	5.68	6.24	6.83
13.50	4.26	4.74	5.25	5.79	6.35	6.96
13.75	4.34	4.83	5.35	5.89	6.47	7.08
14.00	4.42	4.92	5.44	6.00	6.59	7.21
14.25	4.50	5.01	5.54	6.11	6.71	7.34
14.50	4.58	5.10	5.64	6.21	6.82	7.47
14.75	4.66	5.18	5.74	6.32	6.94	7.60
15.00	4.74	5.27	5.83	6.43	7.06	7.73
15.25	4.82	5.36	5.93	6.54	7.18	7.86
15.50	4.89	5.45	6.03	6.64	7.29	7.99
15.75	4.97	5.53	6.13	6.75	7.41	8.11
16.00	5.05	5.62	6.22	6.86	7.53	8.24
16.25	5.13	5.71	6.32	6.96	7.65	8.37
16.50	5.21	5.80	6.42	7.07	7.76	8.50
16.75	5.29	5.89	6.51	7.18	7.88	8.63
17.00	5.37	5.97	6.61	7.29	8.00	8.76
17.25	5.45	6.06	6.71	7.39	8.12	8.89
17.50	5.53	6.15	6.81	7.50	8.24	9.02
17.75	5.61	6.24	6.90	7.61	8.35	9.14
18.00	5.68	6.33	7.00	7.71	8.47	9.27
18.25	5.76	6.41	7.10	7.82	8.59	9.40
18.50	5.84	6.50	7.19	7.93	8.71	9.53
18.75	5.92	6.59	7.29	8.04	8.82	9.66
19.00	6.00	6.68	7.39	8.14	8.94	9.79
19.25	6.08	6.76	7.49	8.25	9.06	9.92
19.50	6.16	6.85	7.58	8.36	9.17	10.05
19.75	6.24	6.94	7.68	8.46	9.29	10.18
20.00	6.32	7.03	7.78	8.57	9.41	10.30

\*EXPLANATION.—Left-hand column shows market prices of Standard S. P. Skinned Hams per cwt. Other columns show various percentages of weight loss from shrinkage.

From your tests you know your average shrinkage from S. P. to boneless boiled weight. Use the column showing that percentage, and the dollar figure in that column opposite the market price of S. P. Skinned Hams will give you the amount you lose by shrinkage. This should be used in computing cost of the Boneless Boiled Ham.

This is only one cost item. Others to be figured include cost of labor in boning, fattening, tying or pressing and cooking, also supplies, wrapping, packing, loading, delivery, sales cost, administrative expense and profit.

# Price Competition Did Not Stop This Sausage Manufacturer

Volume and Profits Built by R. L. Zeigler, Birmingham, Ala., with  
A Consumer Advertising Campaign That Beat the Price Cutters

WHEN THE NATIONAL PROVISIONER began its campaign to put the sausage business back on a profit basis the cry went up:

"It can't be done against cheap competition!"

In many places franks were—and still are—selling at 10c a pound retail.

Nobody can make money on this basis except sausage "bootleggers."

And yet too many sausage manufacturers have tried to compete on a "bootleg" basis.

*This is because they paid more attention to competition than to their own business.*

## It Can Be Done!

Sausage can be made right and sold at a profit—if you know how to make it, watch your costs and ignore your competition.

There is plenty of proof of this. THE NATIONAL PROVISIONER has printed some of this proof, and will print more.

When franks were selling as low as 8c lb. retail the Rochester Packing Co., Rochester, N. Y., got 19c wholesale in its territory. (See THE NATIONAL PROVISIONER, Feb. 3, 1934.)

When the Birmingham, Ala., market was flooded with pork sausage at 10c lb. retail, R. L. Zeigler increased his volume and profits with quality pork sausage at from 18c to 25c lb.

He did this in the face of a market that had "gone wild" on low-price competition.

## How Zeigler Did It.

Early in the fall of 1933 Birmingham chain stores began an intensive price war on pork sausage. One national organization opened the fight with "pure pork sausage at 15c lb." The local competitor retaliated with "fresh country sausage at 12½c lb."

Before they got through both chain organizations were flooding the market with a 10c pork sausage.

It was a rather hopeless outlook for a manufacturer of quality sausage, to be sure. But it didn't shake the confidence of R. L. Zeigler, who had faith in his product and in the fact that the public was "fed up" on cheap sausage.

In the fall of 1932 Zeigler's "Three Little Pigs" had been born in the ad-

*This is the ninth in a series of discussions on "Sausage as an All-Year-Round Profit Maker."*

vertising world. During the winter of 1932-1933 the "Three Little Pigs" advertising programs, using radio and newspapers, increased sales volume on Zeigler sausage approximately 100 per cent over the previous year.

## Volume Increased 100 Per Cent.

Again, Zeigler's "Three Little Pigs" entered the arena of the 1933 sausage war early in October. They were introduced to radio fans as "Porky," "Smoky" and "Spotty," and were featured in an interesting radio program, presented each evening over radio station WAPI.

The broadcasts soon built up a tremendous audience. Just prior to the opening program 7,500 post cards were mailed to radio homes inviting the public to tune in on the program.

Small newspaper ads were published each week, urging fans to tune in on "The Three Little Pigs." These ads



ZEIGLER'S

## "3 LITTLE PIGS"

... cordially invite you to hear their radio program, every evening at 5 o'clock, over WAPI. Your comments will be appreciated ... your requests happily acknowledged!

Hey Kids! See the "Three Little Pigs" in person at the "Mickey Mouse Club" Saturday morning at the Alabama Theater.

**Zeigler's SAUSAGE**  
SEASONED TO PLEASE  
PLANTATION SMOKED

Famous for its supreme quality and nutritious, uniform flavor. Every pound manufactured under strictest sanitary conditions and keen, personal supervision in Zeigler's sausage plant. Delivered to your market FRESH ... every day!

## SALES BEGAN TO CLIMB.

Newspaper and radio were used to make consumers conscious of the merits of quality sausage as compared to that which sold "at a price."

And volume jumped at once!

were attractive in layout and did a double barreled job of selling. Highway signs were used to strengthen the campaign. These signs also featured the Little Pig idea in a forceful manner.

The radio programs carried the full responsibility of selling the public on the idea of "Quality Sausage." During every broadcast three vital messages were repeated over and over again:

## Quality Products Emphasized.

1—"Zeigler's sausage costs a cent or so a pound more, but goodness knows it's worth *double* the price of ordinary sausage!"

2—"Every pound of Zeigler's sausage is made under keen personal supervision and strict sanitary conditions in Zeigler's spotless sausage kitchen. Made and delivered to your favorite market *FRESH* every day!"

3—"If you don't like Zeigler's sausage better than any other you ever tasted, *DOUBLE* your money will be refunded!"

Sales began to climb immediately after the first week of the campaign. New outlets were established throughout the territory. Soon radio listeners were as familiar with the "Three Little Pigs" as they were with "Amos 'n Andy." The talent was of highest quality and included pipe organ, violin and two voices. The programs were introduced by each little pig making his own introduction in a musical way and carrying on the theme song, "Susanah," to the conclusion.

## Walt Disney Helped Sales.

In 1934 when Walt Disney's cartoon picture "Three Little Pigs" appeared in the leading theater in Birmingham, a timely tie-up was made between Zeigler and the theater. The Little Pig radio program invited the public to see Walt Disney's cartoon picture, while on the screen a trailer invited the movie fans to "Hear Zeigler's Three Little Pigs every night at 5:15 over station WAPI."

On Saturday of the closing week of Walt Disney's picture Zeigler's Three Little Pigs made a personal appearance on the stage before 4,000 kiddies attending the "Mickey Mouse Club." At the conclusion of the performance each child was given three of Zeigler's little  
(Continued on page 23.)



# First Shipload of Bulk Lard Leaves for Europe

**T**HE first cargo of bulk lard ever shipped from the United States cleared from the East Chicago dock terminals on May 29. It was sold by the William Davies Co., Inc., for shipment to England.

This sale of bulk lard is of particular interest to the trade because of the numerous advantages of this method of doing business, and because it is the first time that a shipment of bulk lard has ever been made from the United States. It is also of interest because it marks a step in the development of Chicago as a deep waterway port.

## Under Government Supervision.

Shipment was made on the tank steamer "Wilhelmine" and consisted of 1320 short tons, or 2,700,000 lbs. of lard. It required 81,000 hogs to produce this lard. The vessel was designed especially for carrying edible oils and fats, and is equipped with every facility for a boat of this type, including ample coils to assist in unloading the lard.

Loading was supervised by inspectors from the U. S. Bureau of Animal Industry. Before being accepted by the

government the tanks were cleaned in the same scrupulous fashion as the tank cars which are used for transporting lard. Tank compartments are sealed in the same manner as tank cars. Seals cannot be broken until arrival at destination.

Illustrations show the trainload of lard which was required to fill the boat and the steamer in the process of being loaded.

## Savings Are Important.

No pumps were used in transferring the lard from tank cars to tank compartments. Large flexible steel hose was connected to the bottom outlet of each tank, and the lard was allowed to flow by gravity into the tank compartments of the steamer. The East Chi-

cago dock terminals have a high level track which makes this process of loading possible.

Advantages and economies of shipping lard in bulk and utilizing the Great Lakes waterway are obvious. The labor involved in loading the lard and unloading it at destination is reduced to a minimum. No transfer is necessary, as is the case when lard is shipped by rail to an Eastern port and then transferred to a vessel. Loss by leakage is overcome and the cost of an expensive package also is eliminated. The Great Lakes waterway affords an economical highway for shipping products from the Midwest to European ports and effects an important economy in freight.

This shipment of bulk lard is due to the enterprise of the William Davies Co., Inc., packers, of Chicago, well known in the domestic field for their "Perfection" brand of provisions. They have also catered for many years to the export market. The Davies Co. is located at 41st st. and South Union ave., Chicago. R. W. Perry is vice president and general manager and George W. Whitting is sales manager.



*It took 45 tank cars, equal to 90 box cars of 30,000 lbs. each, to transport this lard shipment to the steamer, lard flowing by gravity from tank cars to steamer tanks without pumping.*

*Savings in bulk shipment include cost of tierces, leakage and soakage, rail freight, dumping at destination, etc. Total saving is estimated at from 75c to \$1.00 per cwt.*

*Loading 45 tank cars of bulk lard on tank steamer for Europe. This is the first export shipment of bulk lard in the history of the trade, and it is going direct from the East Chicago docks to its destination abroad via the Great Lakes waterway.*



HOW LARGEST SINGLE EXPORT SHIPMENT OF LARD WAS TRANSPORTED BY LAND AND WATER.



# What Brands of Allied Products Does the Meat Packer Distribute?

*In seeking wider margin profit items to add to his meat line what should the packer do about labels?*

**M**ARGINS for the packer on meat products are notoriously narrow.

That is why he has been looking around for other food product items with wider profit margins to add to his line.

When THE NATIONAL PROVISIONER began its search for such profit-makers for the meat packer it was surprised to find the large number of packers already handling them.

Experiences were varied. There was no unanimous chorus of approval. It was plain that many mistakes had been made, and that a great deal more of education and experiment was needed.

But the possibilities are great—as proved by the many packers reporting favorable results—and the survey and discussion of the subject will go on.

Results of the survey thus far developed indicate that for the packer to succeed with allied lines he must consider:

His competition,

His ability to serve the trade,

Prestige of his regular brand name, compared with distributor brands he might handle, or which he might meet in competition.

## The Matter of Brands.

In entering the field of distribution of allied lines carrying a good margin of profit as a supplement to their own line, meat packers have reported to THE NATIONAL PROVISIONER varied experiences in the handling of different brands under different conditions.

The first problem that comes up relates to labels. These questions confront the packer:

1. Should the meat packer in handling allied lines place these products under the well-known label he uses on his meat products?

2. Should he carry his own line of labels on such products, but make them different from the labels on his meat line?

3. Or should he distribute the product under the label advertised by the manufacturer of that product?

Packers report numerous experiences

*Fourth of a series of discussions by THE NATIONAL PROVISIONER on what lines of food products a meat packer may properly and, at the same time, profitably add to his business.*

with each of these different methods.

Of the packers reporting, 24 per cent control absolutely the line of labels they distribute. Thirty-eight per cent distribute some allied lines under their own labels, and some under the labels of the manufacturer. Thirty-eight per cent distribute allied products entirely

One packer in a rather large city uses the same brand on his exclusive produce lines that he does on his general meat line.

A packer in another large city states: "We have found it more desirable to merchandise under our own regular brands. We have handled distributor brands with variable success, but we might say unsatisfactory as compared with handling under our own controlled brands."

## Brand Value Depends on Quality.

A packer in a city of 100,000 reports:

"Our allied products are handled through our regular channels and are carried under our own well-known trademark. We have not handled distributor brands advertised by the distributing company. It is possible that some of the better-advertised produce items, such as butter and cheese, might prove more profitable than trying to put out our own trademarked product and not backing it up by advertising.

We have not spent any money in promoting the sale of either product, leaving it to the good will we have built up on our trademark to secure business on these lines."

A Southern packer in what might be classed the "nationally-advertised product belt of the United States" uses his regular meat brand on the allied lines with satisfaction.

Obviously the degree to which a packer can effectively maintain his own brand on allied products depends to a considerable extent on quality reputation on his regular lines.

However, some packers who have splendid reputations for their meat brands report that in the beginning they do not know enough about the specific quality of allied products to take full responsibility for placing them under their own labels. Therefore they prefer to let manufacturers' labels bear the brunt of criticism if the product is not entirely right, and protect their own well-known labels.

(Continued on page 21.)

## What Brand Do You Want on Your Allied Products?

*Read in this story the opinions of meat packers who have had experience with the brand problem on the allied lines they carry.*

under the label of the manufacturer making the product.

Each group seems to have good reasons for handling the matter in the way they have been treating it.

## Under Packers' Own Brand.

One packer writes: "We always give our allied products a different name and label than the label we use on our regular meat lines. We have had many opportunities to distribute labels of other manufacturers, due to our advantage of distribution in this state.

"We have been offered many exclusive distributing propositions on nationally-advertised goods, but on account of our past experiences we deem it to our best interest to confine our efforts to products of our own manufacture. We believe that a packer is probably better off in duplicating and manufacturing for himself any side lines he might want to add to his line."

Another packer in a nearby state likewise uses a different line of labels that are all under his own control.

# Factors That Determine Prices Packers Pay for Livestock

**W**HO pays the processing tax?

Why hasn't the government fixed the price of pork, the same as it has of postage stamps, freight rates, etc.?

Are packers overcapitalized?

These were some of the questions answered by Louis W. Kahn, president, E. Kahn's Sons Co., Cincinnati, O., in his radio broadcast on Saturday, June 2, on the Live Stock and Meat Forum sponsored by the Institute of American Meat Packers. This broadcast goes on the air every Saturday from 12:30 to 12:45 p. m., central standard time, or from 1:30 to 1:45 p. m., daylight saving time, over the National Broadcasting System.

Assisting Mr. Kahn was George W. Davies of Chicago, secretary of the American Poland China Record Asso-



**"COST PLUS" SYSTEM WOULD SUIT THE PACKER, TOO!**

Says Louis W. Kahn, president of The E. Kahn's Sons Company, Cincinnati, Ohio, in his radio broadcast Saturday, June 2. "But," he further adds, "this is impossible as long as we are dealing in a perishable commodity."

ciation, and president of the National Association of Swine Records.

MR. DAVIES: The first question I find comes from a lady at Princeton, Ill., who signs her letter only as "A Farm Woman." She has sent us a clipping giving a list of the various types and amounts of meat imported into the United States in the first nine months of 1933. With the clipping she includes the following comment:

"If they had read the inclosed clip-

ping, the farmers could have known why the prices of hogs are so low. The processing tax is taking it out of one hand and putting it in the other. The farmer pays for it. We farmers sure are hard hit."

What can you say to that, Mr. Kahn?

**Farmer and Packer Share Troubles.**

MR. KAHN: Well, the lady says so much in so few words, that I hardly know where to start.

To begin with, though I might as well point out that nobody knows any better than the packer that the farmer has been hard hit in recent years, because the packer and the farmer are in the same business—the meat-producing business; and as long as that business remains a relatively unprofitable one, the packer too must expect to bear his share of the misfortune, and has done so.

The average American business man now looks back upon the years 1928 and 1929 as golden years when profits were fast and sure; but even in those years neither the farmer nor the packer were making large profits. I haven't the figures at hand on farmers' income, but even in 1928 the packers made less than six per cent on their investment; even in 1929 they made less than five per

cent; and in 1931 and 1932 they actually lost money—in fact, they lost nearly \$18,000,000 one year and more than \$12,000,000 the next. Then last year we worked pretty hard all year just trying to make back the money we had lost.

MR. DAVIES: Well, what can you say about meat imports, Mr. Kahn? Apparently the lady who wrote this letter feels pretty strongly on that subject.

**Meat Imports Have Little Effect.**

MR. KAHN: I'll admit that the figures on meat imports, when presented by themselves in one long list down a newspaper column, look pretty big. But if the lady had added all those pounds of meat together, and then had divided them by the number of people we have in this country to eat the meat, she would have discovered that our imports last year would not have supplied even half a pound per person per year for the country as a whole.

On the other hand, the average American did eat more than 140 pounds of meat last year. So far as meat prices in general are concerned, therefore, it would hardly seem logical to expect half a pound of imported meat to affect seriously the price of 140 pounds per capita of home-grown meat.

And so far as the prices of hogs are concerned, the effect of imports is still more insignificant. More than 85 per cent of the meat imported last year was canned beef, made from big, heavy South American steers of weight and age types that farmers in this country have found unprofitable to grow; and even if every pork eater had been a canned beef eater, it would have been

(Continued on page 46.)

## Mayer Answers Rainey on Packers and Direct Marketing

**S**WEEPING power to enforce licensing of meat packers and other processors, and to control direct marketing of livestock, will be voted by the House with the approval of President Roosevelt, Speaker Rainey predicted on June 5, according to press dispatches.

The authority is contained in the AAA amendments pending before Congress and being bitterly fought by a number of Southern Democratic senators. Rainey explained: "There is now power in the act to permit the Secretary of Agriculture to license processors. What is proposed is to give him the power to enforce licensing by injunction. The President is favorable to this.

"Passage of this legislation would give the Secretary power to control the direct marketing of hogs to packers. Direct marketing has been a factor in the depression of the price of hogs and should be controlled."

Statements made by Speaker Rainey in reference to direct marketing were

attacked as having no foundation in fact by Oscar G. Mayer, chairman of the Association to Maintain Freedom in Livestock Marketing in the following telegram to Speaker Rainey:

**Packer Gives the Facts.**

"There are no statistics to indicate that direct marketing has been a factor in depressing hog prices or that direct marketing needs additional regulation as stated by you yesterday. Please observe the following facts:

"The two important factors in lowering hog prices are reduction in national income from eighty-five billion dollars in 1929 to forty-three billion dollars in 1933, and that export of pork and lard from the United States in 1933 was the smallest in fifty years.

"Government reports show that retail value of pork follows closely consumer incomes and state: 'What the consumer can be induced to pay for the meat he buys is the final fact which limits the price which retailers can pay at wholesale and the price for which the products can be sold at wholesale

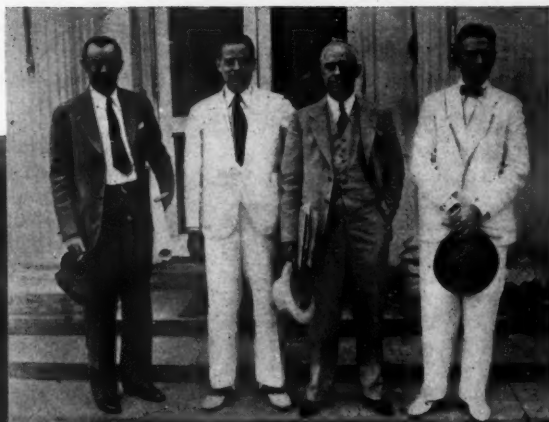
(Continued on page 36.)

#### PLANNERS OF DROUGHT RELIEF

(Left).—Reading from right to left: Assistant Secretary of Agriculture Rexford G. Tugwell, Agricultural Adjustment Administrator Chester C. Davis, Farm Credit Administrator William I. Myers, and Federal Emergency Relief executive Lawrence Westbrook call on the President to make relief plans.

#### WAITING FOR HELP.

(Below).—Cattle in the drought-stricken area without food or water. Emaciated animals will be killed and buried.



#### NOT PAST SAVING.

These cattle (left) will be fed and shipped to near-by packers for slaughter under relief program.



## Packers Enter Drought Program As Beef and Veal Processors

**R**ELIEF of drouth-stricken areas under federal direction is under way, as outlined in the June 2 issue of THE NATIONAL PROVISIONER.

Packers were enlisted in the program this week when the government awarded contracts for slaughter of 7,000 drought area cattle per day for 30 days, and nearly 10,000 calves per day, if they should be offered. The beef will be canned and the veal frozen in sides, both to be used for relief purposes.

Awards under schedule 64 of the F. S. R. C. program were made to packers this week for processing cattle and canning beef. (See page 36.)

A second set of bids has been asked for, under schedule 68, and awards will be made on June 18. The latter is to enlist packers in other areas not now included in the drought territory, as processing and canning facilities are not sufficient under the first awards to take care of anticipated needs.

#### Awards for Emergency Area.

The beef contracts cover slaughter, boning and canning. Where packers do not have canning facilities the meat is transferred to other packers for canning. The calf contracts cover slaughter and freezing as veal sides.

Because of the emergency the NRA will probably permit packers to work

53 hours per week without deducting the extra time from the tolerances already permitted under labor agreements.

List of awards on schedule 64 is given on page 36, the term "buyer" indicating the packer who does the processing and the term "canner" indicating the firm doing the canning.

#### Cattle and Feed Program.

The cattle buying program will be carried out in all counties officially designated as "emergency" drought counties, as shown on the map on this page. First buying operations were started in some counties of Northern states on June 1. The purchase program was under way in additional counties of the emergency area as quickly as the field machinery was established.

Definite sales price schedules (see THE NATIONAL PROVISIONER, June 2) for the various classes of cattle have been established for the initial buying in counties of Northern states in the emergency area. In addition to the sales price, each farmer will receive a contract or "agreement" payment. This agreement payment will be made for the production adjustment involved in the surplus cattle removal and for agreement to participate in any future administration cattle programs, and will

not be in payment for the cattle. As such, it will go entirely to the cooperating farmer and will not be subject to liens on the cattle sold to the Adjustment Administration.

Farmers who sell their cattle under the emergency program will agree to take part in future cattle adjustment programs of the administration. Reductions made in the emergency sales plan may be counted in future compliance with contract reduction requirements, and agreement payments made under the emergency purchase program may be counted in figuring adjustment benefit payments in further adjustment programs. The plan is entirely voluntary, decision as to acceptance of the plan and the purchase terms being left to the individual farmer in all cases.

#### Directors at Work.

State directors of emergency drought activities which are to be carried out under the Adjustment Administration and the Department of Agriculture have been appointed. They will also cooperate with regional representatives of the Federal Emergency Relief Administration, the Farm Credit Administration and other governmental agencies in administering the general program of drought relief. Country agents or other representatives of the state directors are serving as county directors for the emergency drought division.

Dr. E. W. Sheets, director of drought service for the Adjustment Administration, and other representatives of the administration and the Department of Agriculture are in the drought area to organize the field forces and keep in constant touch with latest developments and needs. Secretary of Agriculture Wallace, who has been in the Southwest, joined Dr. Sheets at Omaha to give personal consideration to the drought situation. With Dr. Sheets he visited various sections of the drought area to inspect conditions.



# Practical Points for the Trade

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## Selling Fancy Meats

Disposition of brains, kidneys and other edible portions of meat animals, not designated as "cuts," is a problem of one packer. He thinks there should be a better market for these products than he has been able to find and asks for suggestions. He writes.

Editor The National Provisioner:

With the exception of livers, we have trouble disposing of our edible offal, including brains, hearts, kidneys, feet, tails, etc. How do other packers dispose of these products? Any suggestions you can offer will be appreciated.

The problem of this packer is one of merchandising—of finding consumers who want these meats at prices sufficiently high to make it profitable for the packer to handle them.

**The Right Word.**—In the first place, it would seem to be worth while to dispense with the word "offal." It is objectionable from practically every standpoint. These products are not "offal," but healthful, tasty meats that are coming to be appreciated more and more by consumers because of their high food value.

And if salesmen use the term when soliciting business from retailers, it may be expected that the retailer may use it when discussing these products with customers. "Fancy meats" would be a much better term to use.

**Packaging.**—Methods of packaging for retail display might be given some thought, giving consideration, of course, to the nature of each meat. The drier products, such as brains, kidneys, tails, feet, etc., could be placed in containers or transparent wrappings. Tin cans or fiber cups might be considered for moist meats. Properly packed, there is more logic to the argument that these meats are just as desirable as the standard cuts, both from nutritional and flavor standpoints.

**Food values.**—Sales methods might also be examined. Have salesmen been properly impressed with the necessity of selling these meats? Do they know their particular properties, particularly their high food value? In some respects some of these meats exceed standard cuts in desirable properties. The food value of some of them is given in Table 1.

Table 1.—FOOD VALUE OF FANCY MEATS.

	Protein.	Fat.	Ash.	Calories.
Brains .....	11.7	10.3	1.6	635
Hearts .....	17.1	6.3	1.0	585
Kidneys .....	15.5	4.8	1.2	490
Feet .....	4.1	6.9	.2	365
Tails .....	4.1	66.9	.3	2,900

Educating retailers and consumers regarding the food value of these meats

will aid in enlarging the market for them.

**Markets.**—In selling any product an analysis of the sales territory is helpful in determining sales procedure and methods. The poorer neighborhoods and those containing large foreign populations often can be educated to take comparatively large quantities of these products. In this connection some advertising matter outlining the food value of these products often is helpful. In all neighborhoods the retailers can be educated on their value. Another outlet is state and municipal institutions, schools, boarding houses, construction camps, hospitals, etc.

In every territory there is a class of trade that will use these products. The problem of the packer is to determine where the outlets are and then to offer his product in a way and at a price to attract buyers. This does not necessarily mean a low price. Kidneys on a platter in a showcase, for example, might attract few buyers. The same product priced higher but in an attractive container might find a ready sale.

It pays to make an effort to dispose of these fancy meats to the retail trade. When sent to the tank there is only a very small return. Many of them used too generously in sausage should be discouraged. Feet, tails, snouts, tongues, etc., have only a small tank value. In the case of livers, kidneys, ears, hearts and brains the tank value is practically nothing.

## Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Practical hints on buying and testing sheep and hog casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.  
Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name .....  
Street .....  
City .....

Enclosed find 5-cent stamp.

## Splitting Hogs

One of the exacting operations on the hog slaughtering floor is carcass splitting. Skilled workers are required. If these are not available operations are tied up or greatly handicapped.

Many attempts have been made to develop a machine that will perform this operation mechanically, but until recently none had been perfected to the point where it had found much application. Nevertheless, interest in such a machine remains keen. One packer recently wrote regarding a mechanical hog splitter. He said:

Editor The National Provisioner:

I operate a small meat packing plant in a locality where it is difficult to obtain skilled help. We have been particularly unfortunate with our hog splitters. As soon as we have a man trained to do this operation he either dies or quits, causing us much trouble and expense to train another. Recently we heard that a machine for splitting hog carcasses had been perfected. Can you tell us anything about it and where it may be obtained.

While it is not generally known in the industry, a hog carcass splitting machine that gives evidence of being a success has been developed. While it is still in the experimental stage, and will be developed and refined further, it is in daily use in a Central West meat packing plant, doing the job efficiently and much quicker than it can be done by hand.

A representative of THE NATIONAL PROVISIONER saw this machine in operation recently. It is motor-driven, splitting being done by a cleaver action. It is counterbalanced so that it can be handled without much effort, and splits a hog in the time it takes the operator to move the splitter down the carcass. It is understood, however, that in its present form it cannot be used on old, heavy hogs. A heavier machine than the one now in use will be necessary to handle all carcasses.

The machine appears to have a number of advantages. One is that it is easier and quicker to train a man to use it than to train a worker to split with a cleaver. Another is that in plants where one or more splitters are employed a saving in labor is indicated.

Further details of this machine and the name of the inventor cannot be divulged at this time. It is intended not to give the splitter general publicity until it has been perfected further. Development work is being continued, and it is expected that it will be announced to the industry within a comparatively short time.



## Utilizing Pig Skins

One packer asks how to dispose of pig skins to the best advantage. He says:

Editor The National Provisioner:

We are rather large producers of boiled hams and sliced bacon. We have been able to utilize some of our production of pig skins in sausage, but the greater percentage of them go to the lard tank. We think there may be a possibility to realize a better income from them than we have been getting and would like to have your ideas.

Pig skins used in head cheese, liver sausage and souse bring a good price, of course, but it is a mistake to use them too freely in the sausage room. And when production of these products is limited other outlets for the skins must be sought.

Lard yield from pig skins is small, varying somewhat with the care with which the skins are removed and the amount of fat adhering to them. Instead of sending pig skins and pig skin scrap to the tanks, therefore, they may be salted or frozen and accumulated for sale to tanners and gelatine manufacturers.

According to "Pork Packing," THE NATIONAL PROVISIONER'S new book on pork operations and sausage manufacturing, yield of prime steam lard from hog rinds is about 2.6 per cent. Scrap skins yield approximately 15.6 per cent lard.

Skins for tanning usually are graded according to size, tied into bundles weighing 25½ lbs. (drained weight) and either salted or frozen. Green salted No. 1 tanning strips, 5½ by 18 in. and up, were quoted on May 31 at 6 to 6¼c lb., according to quality and quantity.

Tanned hog skins are used for shoe welting, leather bags, gloves, purses, books bindings and for other articles subject to friction and wear.

Scrap skins find an outlet in gelatine manufacture. They must be fresh. Skins to be sold for gelatine manufacture must be handled as an edible product. Fresh frozen pigskin scraps and trimmings for gelatine manufacture are quoted at 4 to 4¼c lb. at present.

## SUGAR FLOOR STOCK TAX.

Stocks of sugar held by packers or under contract to purchase by them on April 25 will not be subject to the floor stock tax on sugar, which becomes effective when the new processing tax on sugar goes into effect on June 8. This exemption also applies to sugar on which an import duty has been paid at the rate in effect on January 1, 1934. It appears, however, that sugar not thus exempted, if acquired subsequent to April 25 and held by packers on June 8, will be subject to the floor stocks tax.

## THE NATIONAL PROVISIONER Steam and Power SAVING SERVICE

Meat packers—so efficient in meat processing and manufacture—have not kept their power departments in step with modern developments.

There is much inefficient steam and power generating equipment in use. Practices in many instances are behind the times. Advantage has not been taken of modern, cost-cutting equipment and waste elimination methods and appliances. The result is much waste and loss, with steam and power costs higher than they need be.

THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE is a new service to readers of THE NATIONAL PROVISIONER. Its purpose is:

To collect and disseminate information on meat plant steam and power practices.

To indicate bad conditions and costly methods.

To aid packers to compare their steam and power costs with those in other plants, to solve their steam and power problems, to improve boiler and engine room results, to cut steam and power costs and to reduce steam and power waste.

This is in no sense a consulting engineering service. There is a place for the consulting engineers that no other can fill.

But there is also a need for a service to bridge the gap between the plant on the one hand and the consulting engineer on the other—the practical experience of the operating force and the technical skill and knowledge of the trained expert.

It is this gap that THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE will attempt to fill.

Obviously no attempt will be made to design plants, to criticize designs, or to compare the merits and advantages of one piece of equipment with another. Particular conditions vary too widely to attempt these services.

But packer subscribers with everyday operating problems are invited to consult THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE. Every effort will be made to help them.

## BETTERING BOILER EFFICIENCY.

A packer who believes there is much waste in his boiler room but who does not care to make extensive improvements at this time, asks for suggestions. He says:

Editor The National Provisioner:

We believe we have much waste and loss in our boiler room. Our boilers are old and have not had the best of care. We would like to overhaul thoroughly our power department, but do not feel that we can undertake this work at this time. Can you give us any suggestions as to what can be done by the regular boiler room force, and without any considerable expenditure, to improve conditions.

This is a pretty large order, particularly without knowing just the condition of the boiler room.

Apparently this packer does not know what results are being secured. The first thing to do, it would appear, is to start a system of record keeping by which facts regarding operation will be known. He should know how much water is being pumped into the boiler and the number of pounds of coal burned, so that he can determine the pounds of steam produced per pound of coal.

He should install a draft gauge and place a thermometer in the breeching. From these instruments, he can determine whether or not the boiler is being properly fired. If he can afford the investment, an indicating or recording CO<sub>2</sub> analyzer would be helpful in running down bad conditions and practices.

Frequency of soot blowing and boiler cleaning should be determined. Conditions that cause waste of steam in the boiler room and throughout the plant should be corrected.

Insulation of steam lines should be looked into and supplied where needed.

Leaks in pipe lines and fittings should be stopped.

Every packer should know what his boiler room is accomplishing and what is possible under the conditions existing. He cannot properly supervise his power department until he has this knowledge or makes someone directly responsible for securing the best results with the equipment available.

Many operating engineers could do a better job. Things get in bad shape and waste and loss occur because there is no one to check up on them. It is surprising how effective in securing better results is the installation of a few instruments by which operations can be checked and how much more interest is taken when it is understood that unless conditions improve and costs come down, some one will lose his head.

## WELDED STEAM LINES.

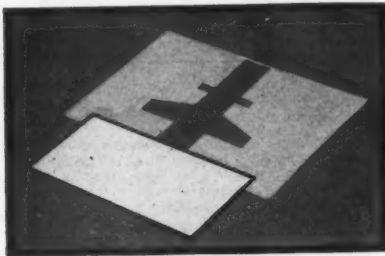
A packer, installing new steam lines, asks regarding welding. What he particularly wants to know is whether or not a welded steam line is safe. He writes:

Editor The National Provisioner:

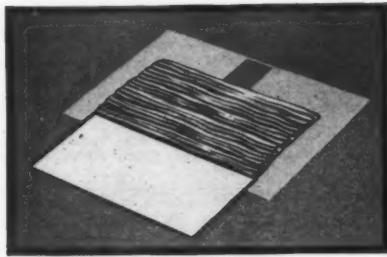
We are installing new lines to carry steam at boiler pressure and have been advised to weld the joints instead of using fittings. Are welded steam lines safe? Our boiler pressure is 175 lbs.

It is good practice to weld steam lines. A weld properly made is safe. Further, it will not develop leaks as fittings sometimes do. A good job of insulating a welded pipe line can be done.

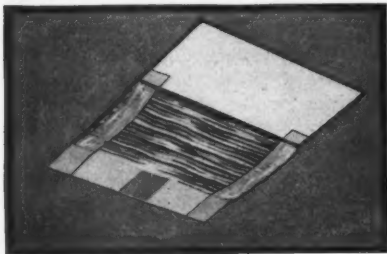
Obviously the strength of a weld is very liable to be in proportion to the quality of the workmanship. For welding work, particularly on lines carrying pressure, it pays to make sure that the one who is to do the work is competent.



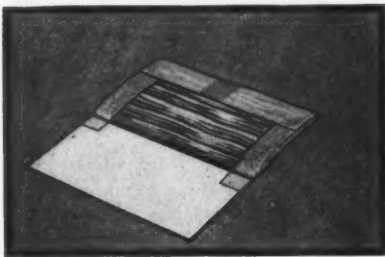
**1** Simple to use! Just lay the package flat, printed side down.



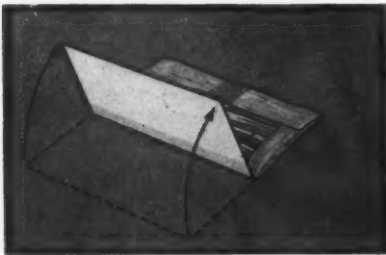
**2** Strip out bacon to cover face of package, square remaining slices into a pile.



**3** Fold ends of Cellophane over the slices. Ends of long slices may also be folded.



**4** Top of Cellophane is then folded over. It adheres naturally!



**5** Bring the rigid back over and package is complete. No adhesives or sealing required!

# SHELLMAR

*has created a  
new package  
idea . . .*



*.. to  
help you  
sell more  
Sliced Bacon*

**Rigid Back — Opens Like a Book  
NO MACHINERY REQUIRED**

*Write today for  
complete details*

# SHELLMAR

## PRODUCTS COMPANY

Western Sales Office  
412 Merchant's Exchange Bldg.  
SAN FRANCISCO, CAL.

General Offices  
3501-3549 West 48th Place  
CHICAGO, ILL.

Eastern Sales Office  
4020 Empire State Building  
NEW YORK, N. Y.

# A Page for the Packer Salesman

## Know Product You Sell It Gives Packer Salesmen Confidence in Ability to Sell

**T**HE surest way to sell a meat order is to make the customer want your particular brand more than any other.

This desire may be created because of quality, appearance, flavor, salability, price—or a combination of these qualities.

To create desire for products the packer salesman must know his line. He should know how each product is prepared, its qualities, its appetite appeal—not from hearsay, but from his own personal knowledge.

How product knowledge aids in meat sales work is told by a packer salesman in the following letter. He says: Editor **THE NATIONAL PROVISIONER**:

Some time ago our company started production of a liver and bacon loaf.

We salesmen were assured it was an excellent product. Certainly it was priced right.

But it did not sell well. Sales volume was only a small percentage of what the company had hoped for. In my case I assumed that the product, being a new one and unfamiliar to the trade, would require some time to popularize.

### Tried It on Salesmen.

Several weeks after the new product had been placed on the market the sales force was invited to a get-together meeting one Saturday afternoon in the plant office. During the course of the meeting sandwiches of the new bacon and liver loaf and coffee were served.

Few of the salesmen, it developed, had previously sampled the new product or made much of an effort to learn the facts about it.

At this meeting they had the opportunity to learn at first hand how delicious it was. They also heard from the sales manager additional facts about it—high quality of the materials used in its production, care taken in manufacture, reason for the particular style of wrapper used, etc. Being in a receptive mood, we readily absorbed these facts.

Nothing was said about sales or methods of selling this new loaf. The salesmen knew how to sell. All they needed was to know more about the product—to be enthusiastic about it—in order to give customers a convincing solicitation.

DIDJA EVER NOTICE THAT BUSINESS TURNS UP FOR THE GUY THAT DIGS IT UP?



The first two days following this meeting our sales force turned in 278 orders for this loaf. Each week since then there has been an increase in sales.

### Orders Jumped at Once.

Other meetings have followed the first one. At each of them one of the plant's products has been served, presumably one on which greater sales volume has been desired. Reports are that the sales manager is well satisfied with the results.

I don't think the salesmen ever considered these meetings as a reflection on their methods. But certainly if all of us had taken the time and made the effort to inform ourselves on the many products we handle it would not have been necessary for our sales manager to have taken this method to educate us.

Knowledge of the products we handle—how they are made, the materials that go into them, their uses in the home, and other facts retailers and housewives are interested in—these are sales aids the meat salesman too often overlooks.

### Knowledge Builds Confidence.

While I have been a meat salesman for many years, I never appreciated fully the sales value of meat facts

until I attended these meetings. There were many products on my list I never had tasted and about which I knew practically nothing. To me they were just items to be sold if possible. If I made any effort to sell them it seldom extended beyond a mention and a request that the customer include them in his order.

I am trying to change this situation. Not only am I sampling all of our various products in my home—including our line of canned meats—but I am also gathering all possible facts about each one. As a result I am becoming much better equipped to sell our entire line.

And it is surprising how the packer salesman can increase his tonnage by doing a little better than the average selling job on sausage, ready-to-serve products and the specialties—products which carry a better than average profit for the plant. A few pounds of these sold with each order for other meats will add a surprising tonnage to the month's total.

The packer salesman properly equipped otherwise to do a good job in his territory can do nothing that will be of greater use to him in increasing his value to his firm than an earnest study of all of the products on his list.

Knowing all there is to know about these items instills in one a degree of confidence in his ability to move them that can be obtained in no other way.

Yours truly,

PACKER SALESMAN.

### AN OBJECTION ANSWERED.

Probably the answer most often received by the packer salesman when soliciting a new customer is, "I never have any call for your brands." Following is the way one salesman was recently heard to reply:

"I notice you have a display of hams in your window. Perhaps you sell a large number of that particular brand. But I wonder how many calls you had for them before you stocked and featured them. How many people came into your store and asked for them by brand name before they knew you handled them?"

"An aisle display of our canned meats will not interfere with the sales of any other products you handle but it would round out your service to your customers, encourage sales and increase your profits. You know, and your success proves it, that a dealer can't live from the calls he gets for particular meats. It is up to him to create demand."

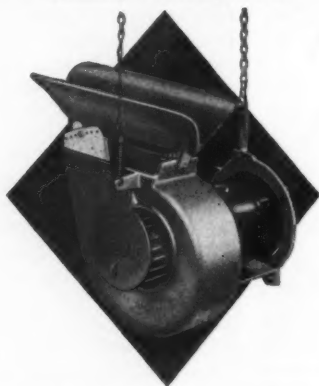
## Tips for Your Trade

### VARIETY INCREASES SALES.

Someone has analyzed an average city square block in an average residential district and found that the housewives in the section knew of, preferred and would buy, as many as 29 different kinds of sausage provided it was offered them. The point is that if a retailer's line is made up of a few varieties it would be to his advantage to stock up with a truly representative line of high quality products.



**ACTION-AIR**  
formerly "DeFROSTaire"



Write for Details of  
**FREE TRIAL Offer**  
Representatives Wanted

## *makes a* **Diffused-Air System** *of your present cooler*

Action-Air gives you a diffused-air cooler system without replacing your present cooler equipment.

Packers who have used this new-principle air-conditioner to modernize their coolers have benefited by one or more of the Action-Air operating advantages—balanced temperature throughout the entire cooler—reduced shrinkage and spoilage—faster cooling—excess moisture eliminated—no mold or musty odors—ice controlled in coil-type coolers. The resulting reduction in losses and operating costs makes Action-Air a profitable investment for them—and will for you.

Action-Air requires no change in your present system. It is easy to install and economical to operate. Does not take up valuable floor or storage space.

**THE BROWN CORPORATION**  
121 Chester Street                      Syracuse, New York



"After 25 years of experience (some of the original doors still in service) we would not change."

## **YOU PROFIT** by installing **JAMISON-BUILT DOORS**

NOW, with summer just ahead, be sure that YOUR profits are not being lost at your doorways.

Doors that sag, stick, jam—that open and close with difficulty—that fail to operate quickly and seal tightly—may waste more in a month than it would cost you to replace them with new, modern JAMISON-BUILT Doors, which will keep on saving money and making money for you, for years to come.

Ask for Bulletins showing latest door improvements.

### **JAMISON COLD STORAGE DOOR CO.**

Oldest and Largest Makers of Cold Storage Doors in the World  
Jamison, Stevenson & Victor Doors

**HAGERSTOWN, MARYLAND,                      U. S. A.**

Branch Offices: New York, Chicago; Agents and Distributors: Atlanta, St. Louis, Minneapolis, Omaha, Detroit, Kansas City, Mo., San Francisco, Cincinnati, Salt Lake City, Los Angeles, Cleveland, Philadelphia, Houston; Foreign: London, Honolulu, Japan.

Comment in re JAMISON DOORS disclosed by a national survey, (conducted through a disinterested source) which showed overwhelming preference for Jamison and Stevenson Doors.

**Jamison & Stevenson**  
**Cold Storage Doors**





# Refrigeration and Frozen Foods

## Wood in Packing Plant Coolers

### Proper Moisture Content Is the Important Thing to Know

By J. S. MATHEWSON\*

**M**EAT packers seem to be rather uncertain as to how and to what extent wood should be dried to produce satisfactory lining for coolers in meat packing plants. The problem, as they see it, is clouded somewhat by the emphasis put on the relative merits of kiln drying and air drying. As a matter of fact, kiln drying and air drying at their best will produce equally satisfactory results for the purpose under consideration.

From the packers' standpoint the method of drying is not significant. Their concern should be rather in knowing:

- 1—Proper moisture condition of the wood lining at time of installation.
- 2—Whether the particular lot of wood supplied meets this specification.

#### What a Test Showed.

The table shown here, which has just been prepared by the Forest Products Laboratory, shows that wood lining for a meat cooler should be installed at a moisture content of about 21 or 22 per cent. The values given in the table were obtained from actual weighings of a piece of wood about 4 in. wide, 25 in. long, and  $\frac{1}{2}$  in. thick having a calculated oven-dry weight of 100 grams.

This piece of wood was exposed from February 6 to March 21 in one cooler and from March 21 to April 28 in another cooler of a meat packing plant. The wood sample was weighed periodically and the current weights minus 100 gave the moisture-content values based on the oven-dry weight.

The illustration shows the wood sample suspended from the ceiling of the cooling room, also the maximum and minimum thermometer used for determining the temperature range within the room. It also illustrates what is liable to happen if the lumber is not at the correct moisture content when installed.

#### How to Find Out.

The ceiling boards at the time this cooling room was built were installed too dry. Subsequent absorption of moisture from the very humid atmosphere caused the wood to swell, with the result that severe buckling occurred.

\*Senior Engineer, Forest Products Laboratory, Forest Service, U. S. Dept. of Agriculture.

One must have a workable means of testing before any specification can be enforced. Therefore, the question as to whether any practical means has been developed for determining the moisture content of wood lining for cooling rooms is pertinent.

The answer to this question is "Yes." Several commercial instrument companies, making use of the fact that the



COOLER BOARDS WERE TOO DRY.

Test being made on moisture content of wood for lining meat plant coolers. The piece of wood under test is weighed periodically.

A, wood sample; B, thermometer; C, buckling of ceiling boards caused by installing them when they were too dry.

electrical resistance of wood varies with its moisture content, have perfected instruments which give instantaneous moisture readings when small, sharp terminals are forced into the wood.

The oven-dry method of determining the moisture content of wood, which consists of sawing out small samples of the wood and calculating the moisture content from original weight and the oven-dry weight of the samples, is more or less standard throughout the wood-

working industries. It therefore will not be necessary to specify the exact manner in which the inspector shall determine whether or not the wood for the lining meets the moisture specification.

Whether the lumber is air dried or kiln dried, it would probably be helpful in order to assure uniformity for the entire lot of boards to pile them on stickers in the cooling room for a week or two in order to reach the proper equilibrium moisture content before installation.

## PACKERS AND ALLIED LINES.

(Continued from page 13.)

Among the 38 per cent who use the manufacturers' label exclusively the smaller types of local meat packers are more in evidence. But their reports indicate almost uniformly that they are satisfied with the profits from these lines.

#### Many Use Manufacturers' Label.

An Eastern meat packer reports:

"We do not use our own brands on allied products, for the reason that we personally do not know the trade that manufactures them. We are handling only well-established and standard grades of products."

A packer who is not particularly enthusiastic about pushing allied lines too far reports satisfaction with a line of cheese he distributes under a well-known brand. He states:

"We do not use our brand on this product because we feel that this manufacturer enjoys an enviable reputation in this particular line that we could not improve upon." This is in spite of the fact that this particular packer is known to have a very high rating in this territory.

#### Have Choice of Brands.

Other packers have reported satisfaction with the same line of advertised cheese.

A Southern packer writes:

"We carry no allied products under

### MOISTURE CONTENT OF WOOD LINING IN TWO COOLING ROOMS.

ROOM A.				ROOM B.			
Date	Moisture	Temp. range		Date	Moisture	Temp. range	
1934	content	deg. F.		1934	content	deg. F.	
P. O.				P. O.			
Feb.	7	12.8	28 to 32	March	21	21.1	32 to 41
	9	18.9	.....		23	21.9	34 to 42
	10	20.1	29 to 33		26	22.1	35 to 40
	12	20.7	27 to 33		29	22.1	35 to 50*
	14	20.6	28 to 32	April	2	22.4	35 to 55*
	16	20.7	28 to 33		6	22.3	32 to 42
	17	20.7	28 to 33		13	21.5	33 to 42
	20	20.9	28 to 33		17	21.7	34 to 41
	22	21.0	28 to 33		21	22.0	30 to 40
	24	21.3	28 to 33		24	21.8	33 to 39
	27	21.7	28 to 33		28	21.0	35 to 44
March	2	21.4	28 to 33				
	5	21.0	27 to 33				
	9	21.3	27 to 37*				
	14	21.3	30 to 35				
	21	21.1	30 to 35				

\*Defrosting.

# Something Really New! Smoke-Flavored Delicatessen or Virginia Hams Roast Hams and Meat Loaves



Patent Nos.  
1524533—1554906  
1543596—1704650  
Other patents pending

Sectional—Portable

All uniformly golden brown . . . Never scorched  
or burnt . . . Lowest possible shrink with

## — BRAND'S — REVOLVING TRACK Smoke House and Bake Oven

Two | 48 Hams per Hour | 12-pound  
Sizes | 60 Hams per Hour | Average

All rolled into and out of oven at one time. Cage equipped  
with removable shelves for baking. Also used for uniform  
smoking of sausage and meat products.

ONE APPLIANCE — TWO USES

SAVES 20%  
FUEL

SAVES 50%  
SPACE

SAVES 75%  
HANDLING

**BRAND BROS., INC.** 410 East 49th St.,  
New York, U. S. A.



### Regular Truck Service to:

#### OHIO

Cleveland Lima Canton  
Columbus Marion Cincinnati  
Dayton Akron Toledo

Saturday, Wednesday, Thursday, Pick Up.  
Monday, Thursday, Friday, Delivery.

#### MICHIGAN

Detroit Jackson Kalamazoo  
Monroe Battle Creek

#### INDIANA

Terre Haute Ft. Wayne Indianapolis

#### KENTUCKY

Louisville

Saturday, Tuesday, Wednesday, Thursday, Pick Up.  
Monday, Wednesday, Thursday, Friday, Delivery.

**ADVANCE TRANSPORTATION  
CO. of ILLINOIS, Inc.**

4125 Emerald Ave. Chicago, Ill.

Phone Yards 6340

Detroit, Mich.  
7805 American Ave.  
Phone Euclid 0608

Indianapolis, Ind.  
1410 N. West St.  
Phone Lincoln 1078

## ECONOMICAL DELIVERY Lowest Rates Per Ton Mile

ADVANCE Service guarantees perfect  
protection to meats, by full refrigeration  
and prompt service—and rates are guaran-  
teed lowest per ton mile! Prominent  
packers use ADVANCE Service to protect  
products and protect profits.

*Write for rates and full details.*



**Service and  
rates without equal!**  
**WRITE FOR DETAILS**

our own trade name because we have a choice of whichever brands we may choose to handle. One of the most highly-advertised products we handle is at times subject to keen competitive pricing on the market. It is not always entirely satisfactory."

A packer in a Midwest state who has always used the brands of the manufacturing company states that he has taken care to avoid the brands that are sold too generally through his territory through other channels.

One packer who has always handled manufacturer brands states:

"We are not handling these products under our own trade name. It is our opinion, however, that such should be done, for we are not convinced that the packers' trade name for allied lines should be the same as his general trade name for his regular packinghouse products."

#### Some Packers Use Both Methods.

Perhaps the keenest analysis of the problem is made by some among that 38 per cent of packers who are at the present time distributing allied lines both under their own brands and under the brands of manufacturers.

One of them states:

"We have found it advantageous to use our own brands on butter and bulk cheese. But on salad dressing, barbecue sauce, etc., we use factory labels for which we have exclusive distribution."

"We have handled a few items under distributor brands that we consider more satisfactory than we could obtain under our own brand. We have found nothing objectionable in the plan of handling the brands of other manufacturers so long as we do not come into violent direct competition with other distributors through whom they are selling."

Another packer who has developed an interesting business in allied lines by starting in a small way, and letting the line make a slow and natural growth, advises:

"Because of the fact that allied lines are new to us, and some of them seasonable, we have found it best to handle factory brands. In this way we gain the manufacturers' knowledge of the markets. They realize their line must show a profit or we will not push it. If we were buying the product packed under our own brands, we do not feel that they would give us such good advice and probably would try to unload on us."

#### Benefit of Advertising.

One packer who carries most of his allied products under his own brand name refers to merchandising cheese under the manufacturer's label, "thereby eliminating considerable advertising

and also being benefited by national advertising at no cost to us."

Another packer who uses both methods on a rather extensive line of products finds that he serves the restaurant and bakery trade largely on the basis of the quality of his product, but that in the retail trade there are many cases when "we find it desirable to use the brand name of the manufacturer, as in most cases their well-known brand carries prestige that is advantageous from a sales standpoint."

Another Southern packer reports:

"We think that the name of the company producing our cheese has more prestige in this locality than our own, and we, therefore, carry a nationally-advertised line."

In general it seems that for the packer to succeed with allied lines it is necessary for him very carefully to consider his competition, his ability to serve the trade, and the prestige of his regular brand name, compared with the standing of other brands which he himself could serve as distributor, or which he is likely to meet as aggressive, overpowering competition in a line that he might be undertaking.

This discussion of the handling by meat packers of allied lines will be continued in later issues of **THE NATIONAL PROVISIONER**.

#### QUALITY SAUSAGE WINS.

(Continued from page 11.)

pig sausages, wrapped in Cellophane. Sales mounted to a new peak the following week.

As a direct result of the "Little Pig Campaign," Zeigler secured city-wide distribution in Birmingham's largest chain store, an outlet he had never been



#### IGNORED CHEAP COMPETITION.

R. L. Zeigler, Birmingham, Ala., did not let cut-price competitors scare him. He met 10c a pound "junk" with quality sausage—and got the business!

able to secure before. Today Zeigler sales have doubled last year's volume.

#### Other Sausage Products Included.

Word now comes from the Zeigler organization that the radio programs will be continued throughout the summer season. Sales efforts will be put on bologna and franks, as well as an educational program on the theme "Zeigler's Sausage is GOOD for you the whole year round, because it's made and delivered FRESH to your favorite market

It is interesting to note that throughout the fall and winter season Zeigler's daring guarantee of **DOUBLE MONEY BACK** resulted in only one complaint! That is certainly proof that quality sausage can go to the limit in its claim of superiority.

Silver & Douce Co., Inc., advertising agency, were creators of the "Three Little Pigs" and handled all details of the advertising campaign.

#### Building Consumer Demand.

Zeigler is doing what **THE NATIONAL PROVISIONER** has advocated time and again as a cure for low volume and no profits—*building consumer demand for his products*. He is paying more attention to selling the consumer without necessarily giving less to the retailer.

He chose the radio as the best tool for the job. Others who have been equally successful in increasing volume and profits have met the situation in other ways.

How other manufacturers of sausage have increased sausage profits and volume in the face of price competition will be told in future issues of **THE NATIONAL PROVISIONER**.

#### TWO MILLION CORN-HOG DOLE.

A total of \$19,209,639 has been disbursed up to June 1 in rental and benefit payments to growers participating in 1934 adjustment programs for cotton, tobacco and corn-hogs, it was announced by the Agricultural Adjustment Administration. Distribution of payments, now going out to contracting producers at the rate of almost \$1,000,000 per day, is as follows: Cotton, \$9,155,515; tobacco, \$8,010,883; and corn and hogs, \$2,043,241.

Some 13,288 checks, representing \$2,043,241, have gone out to contracting corn and hog producers in Iowa, Michigan, and Minnesota.

#### REFRIGERATION NOTES.

Medford Storage Plant, Medford, Ore., is being remodeled at a cost of about \$5,000.

The Providence Provision Market, Inc., Providence, R. I., plans a multi-story cold storage warehouse in connection with the new meat packers' terminal at Kinsley Park.

Walter Craig has added a cold storage room to his ice plant at Chelan, Wash.

Al Moller, Grand Coulee Dam, Coulee, Wash., is installing a cold storage plant.

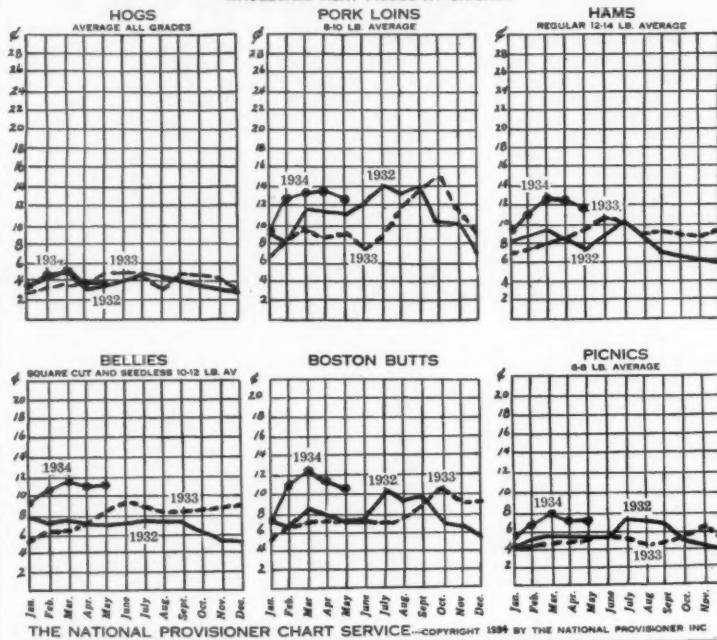
M. B. Morgan, Little Rock, Ark., owner of a cold storage plant in Dumas, Ark., plans to remodel the present building, install new machinery and bring the plant up to date.

The Frigid Food Products, Inc., Detroit, Mich., has acquired warehouse space in the Federal Cold Storage Co. plant, 1800 N. Broadway, St. Louis, Mo.



## HOGS AND FRESH PORK PRODUCTS

WHOLESALE MEAT PRICES AT CHICAGO



These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of fresh and cured pork meats and live hogs at Chicago during the first five months of 1934, compared with the like period in 1933 and 1932.

Average prices of most cured pork meats, notably S. P. hams, D. C. bellies and D. S. bellies, were higher during May than the previous month and the same months in 1933 and 1932. Practically all fresh cuts, on the other hand, show a lower average price, although during the latter half of the month demand for these cuts increased and the price trend was upward. Prices for all fresh pork cuts averaged well above those during May one and two years ago.

### Fresh Pork Cuts.

**Pork Loins.**—These enjoyed a fair demand during May, a good volume of business being done, particularly on the heavier averages. Production of heavy loins was not large. Prices held fairly well during the period, the average on June 1 being somewhat lower than on the same day a month earlier.

**Hams.**—There was a good demand for all averages of green hams during the month and prices improved. The broad demand for S. P. hams was the principal price stimulating factor, packers buying green hams freely to replenish stocks of boiling weights. During the preceding winter and spring months put-down of heavy hams for boiling was not heavy. This fact and the scarcity of heavy hogs in the May runs to market served to give a bullish tinge to the green ham market.

**Bellies.**—Trade through smokehouse channels was active during the month, the closely sold-up position in D. C. bellies being the important factor in moving a good volume of these cuts. Drought conditions in the hog producing sections and the scarcity of well finished hogs coming to market was an additional incentive for accumulation.

The average price for green bellies improved during the month.

**Boston Butts.**—There was a good movement of frozen, boneless butts during May, but prices were weak, May being the second consecutive month in which the average price for this cut declined. Liberal car-lot sales were made for prompt and future deliveries, but volume was insufficient to maintain the average price level.

**Picnics.**—The slow and draggy market for green picnics experienced during April carried over into May. There was a fair demand for the heavier av-

erages for boning purposes. Lighter averages were neglected, and the accumulation of these increased. Market on S. P. picnics was irregular and limited. During the last week of the month there was more evidence of interest and somewhat of a pick-up in demand, due to increasing ham prices.

### Cured Meats and Lard.

**S. P. Hams.**—Trade was broad in S. P. hams prior to Easter, and the good demand started at that time continued through May. The average price increased considerably. A short production of the heavier averages of this cut also created a better demand for the medium weights of regular and pickled skinned hams of boiling age. S. P. hams appear in a strong position in view of limited production of heavy averages and peak summer demand.

**Lard.**—Demand was slow and insufficiently broad to stem the downward price trend. Export sales were again limited during the month, the feature in this direction being the dispatch, direct from Chicago, of a bulk cargo for Europe. Stocks continued to increase.

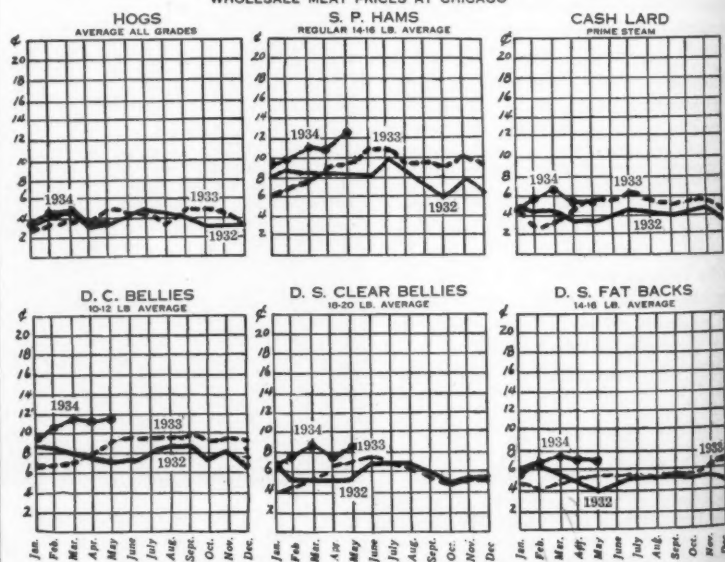
**Dry Cured Bellies.**—Prices of dry cured bellies improved during the month on a more active demand. A general scarcity of offerings prevailed, and accumulations in freezers were reduced. Production was only fair.

**Dry Salt Bellies.**—Average prices of dry salt bellies improved during May. This cut was very active on a general scarcity of offerings and a good demand, credited to better general consumer purchasing power in the South. Production during the month was only fair, insufficient to supply demand.

**Fat Backs.**—Demand and prices for D. S. fat backs was irregular. Heavy averages were firm on a rather light production. Lighter averages were neglected and were draggy as a result. Increasing stocks of lard and a heavy production of light backs were brakes on a general price appreciation of all averages.

## HOGS AND CURED PORK PRODUCTS

WHOLESALE MEAT PRICES AT CHICAGO



# Provision and Lard Markets

## WEEKLY REVIEW

**Market More Active—Prices Steadier—Grain Strength Helpful—Hog Run Continues Comparatively Large—Hogs Steady—Cash Trade Moderate.**

Market for hog products developed more activity and more strength the past week under the influence of increased speculative absorption, brought about by strength in grains, and a belief that ultimately higher prices will result from the forced marketing of livestock, due to drought conditions.

Eastern speculative interests were more active on the constructive side and aided to bring about the slightly better market. Shorts covered at times, and packinghouse interests were on both sides. On the swells, the market continued to run into hedge selling, which was more or less natural. Part of the strength and activity was due to the upturns in the grain markets.

The comparatively heavy hog markets were again somewhat against prices, but had less influence the past week, as the hog market on the whole displayed a steadier tone. At Chicago, top hogs ranged from 3.65 to 3.70c, or slightly better than the previous week. Average price of hogs at Chicago at the outset of the week was 3.25c, however, compared with 3.40c the previous week, 4.75 a year ago, 3.25c two years ago and 6.20c three years ago.

### Cash Trade Fair.

Receipts of hogs at western packing points last week totaled 511,900 head against 538,400 head the previous week, and 460,300 head last year. Government relief absorption had very little effect this week, other than to possibly make for a steady tone in hogs.

Cash trade was fair to moderate, but appeared to have been kept down somewhat by unusual high temperatures over a greater part of the country. At the same time, the decrease in Chicago lard stocks of 3,217,000 lbs. during May was a little disappointing, the supplies totaling 117,098,000 lbs. against 44,033,000 lbs. a year ago. Stocks of meats decreased nearly 8,000,000 lbs. last month, totaling 107,435,000 lbs. and comparing with 110,022,000 lbs. a year ago.

Average weight of hogs received at Chicago last week was 230 lbs., compared with 230 lbs. the previous week, 250 lbs. a year ago and 241 lbs. two years ago.

Production of lard in April was officially placed at 113,056,000 lbs., compared with 139,066,000 lbs. last year, and a five-year April average of 131,753,000 lbs.

Number of swine slaughtered in April were 3,411,393 head, against 3,847,293 head in April, 1933. Average live cost per 100 lbs. was 3.74c, against 4.22c in March and 3.63c in April last year. Average yield was 75.01 per cent, against 75.51 per cent in March and 76.21 per cent in April last year. Average live weight was 224.37 lbs. against 222.58 lbs. in March and 231.68 in April a year ago.

**PORK**—Demand was moderate at New York due to warm weather, and prices ruled steady. Mess was quoted at \$20.25 per barrel; family, \$21.00 per barrel; fat backs, \$15.00@17.00 per barrel.

**LARD**—Demand was fair at New York, and the market was steadier. Prime western was quoted at 4.30@4.40c; middle western, 4.10@4.20c; New York City tierces, 3%<sup>c</sup>; tubs, 6%<sup>c</sup>@6%<sup>c</sup>; refined Continent, 4%<sup>c</sup>@4%<sup>c</sup>; South America, 4%<sup>c</sup>@4%<sup>c</sup>; Brazil kegs, 4%<sup>c</sup>; compound, car lots, 7%<sup>c</sup>; smaller lots, 7%<sup>c</sup>.

At Chicago regular lard in round lots was quoted at 2%<sup>c</sup> under July; loose lard, 70c under July; leaf lard, 77%<sup>c</sup> under July.

See page 31 for later markets.

**BEEF**—Demand was rather quiet at New York, but the market ruling

steady. Mess was nominal; packer, nominal; family, \$12.00@13.50 per barrel; extra India mess, nominal.

### LARD AND MEAT EXPORTS.

Exports of lard, bacon and hams through the port of New York during the first four days of the current week totaled 2,544,243 lbs. of lard and 161,000 lbs. of meat.

Lard exports from the United States for the full week ended June 2 totaled 8,430,547 lbs. against 9,483,390 for the same period in 1933. For the packer year to date exports of lard have totaled 232,422,749 lbs. against 295,487,651 lbs. in the 1933-32 period.

Bacon and ham exports for the week ended June 2 totaled 1,707,900 lbs. against 306,000 lbs. a year earlier. For the year to date exports of these products totaled 89,664,380 lbs. against 43,595,600 lbs. from November 1, 1932, to June 3, 1933.

## Hog Cut-Out Values Uneven

The fresh pork market lost ground during the week. There was improvement on Thursday, however, and the net gain was sufficient to improve considerably the cut-out values on the lighter weights of hogs as compared with a week earlier.

The betterment in pork prices, however, was only sufficient to offset the higher prices packers paid for heavy hogs, so that the cut-out values on these averages held practically steady with those of the four-day period of the previous week.

Improvement was scored in the hog market and prices closed higher than the previous week for the first time in over three months. Every week since the one ended March 3 has registered a lower average cost, and either a lower or the same top price. Top on Thursday was a dime higher at \$3.85, against \$3.71 last week, \$4.90 a year earlier and \$3.60 two years earlier.

Receipts at Chicago during the first two days of the current week were the heaviest since January, but supplies fell off later and demand picked up sufficiently to enforce the price upturn.

Quality of receipts at Chicago has been very plain. Receipts for the first four days of the week were 122,000, compared with 103,000 for the same period the previous week. At the seven principal markets of the country during the first four days of the week receipts totaled 370,000 head, compared with 321,000 head during the same period a week earlier and 350,000 head the same period a year ago. A larger-than-usual number of light, unfinished hogs continue to be received at all points. Well-finished hogs were scarce at all markets.

The feeling continues to grow that the present heavy hog runs and the large number of light unfinished hogs being liquidated may mean lighter than normal marketings this fall and winter. This has been one of the factors, together with the better consuming demand, influencing pork prices.

The following test, worked out on the basis of live hog costs and green product prices at Chicago, as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, with average costs and credits, shows a profit on the lighter averages and losses on the heavier.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.70	\$1.83	\$1.82	\$1.80
Picnics	.43	.41	.39	.34
Boston butts	.37	.37	.37	.36
Pork loins	1.09	.98	.87	.78
Bellies, light	1.33	.127	.88	.26
Bellies, heavy	.....	.....	.30	.80
Fat backs	.....	.....	.14	.29
Plates and jowls	.08	.10	.10	.14
Raw leaf	.12	.12	.12	.12
P. S. lard, rend. wt.	.76	.82	.76	.69
Spare ribs	.06	.06	.06	.06
Regular trimmings	.11	.10	.09	.09
Feet, tail, neckbones	.04	.04	.04	.04
Total cutting value (per 100 lbs. live wt.)	\$6.09	\$6.10	\$5.94	\$5.77
Total cutting yield	68.00%	69.00%	70.50%	71.50%
Crediting edible and inedible offal to the above totals and deducting from these the cost of well finished live hogs of the weights shown, plus all expenses, including the processing tax of \$2.25 per cwt., the following results are secured:				
Profit per cwt.	\$ .41	\$ .26	.....	.....
Profit per hog	.70	.52	.....	.....
Loss per cwt.	.....	.....	\$ .14	\$ .31
Loss per hog	.....	.....	.33	.85

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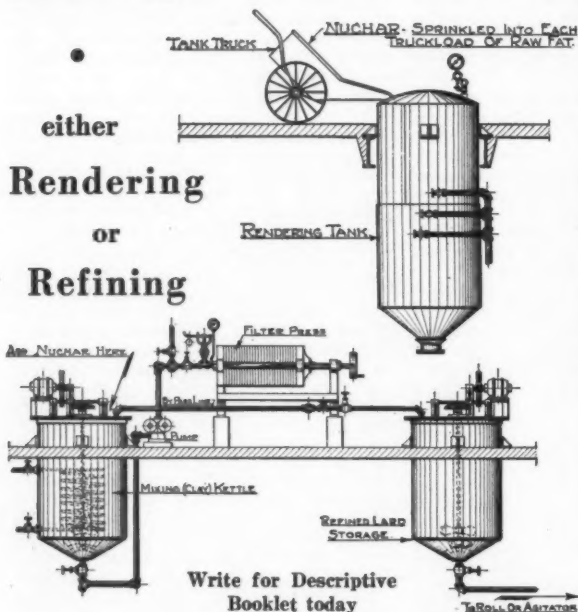
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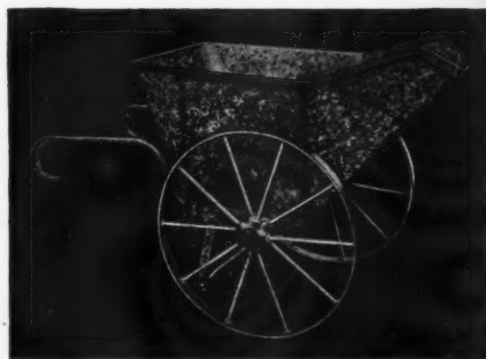


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# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW** — While there was little change in the price of tallow at New York the past week, the situation displayed a distinctly steadier undertone. There was modest trading from time to time, at 3½c f.o.b. for extra New York, but no large operations were in evidence. Additional export business materialized, however. Reports indicated about 300 tons had been put through at 4c c.i.f. delivered on the other side, equal to 3¾c New York.

It was quite apparent that the export business of the last two weeks had taken care of any pressing surplus on the market. As a result, conditions were steadier. Producers appeared to be in a better sold-up position, but consumers, apparently having satisfied their comparatively nearby requirements, were content to look on for the time being, in face of indications from Washington that the coconut oil excise tax would be retained until the next session of Congress.

A sharp dip in foreign exchange rates this week, the result of rumors that the American gold price would be further enhanced, shut off foreign buying for the time being. Towards the middle of the week, foreign exchanges again rose compared to the dollar.

At New York, special was quoted at 3½c; extra, 3¾c f.o.b.; edible, 4¼@4½c.

At Chicago, trading continues very quiet in tallow, with demand particularly slow for nearby stuff. Inquiries for later delivery were in evidence, but producers were offering sparingly. At Chicago, edible was quoted at 3½c; prime packer, 3¾@3½c; fancy, 3¾c; No. 1, 3¾@3½c; and No. 2, 3½c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, June-July shipments, was unchanged at 18s; Australian good mixed, June-July shipment at Liverpool, was unchanged at 18s 3d.

**STEARINE**—Market was moderately active at New York but rather easy in tone. Last sales of oleo were at 5c. At Chicago, the market was quiet and steady, with oleo quoted at 5c.

See page 31 for later markets.

**OLEO OIL**—Interest appeared moderate and more or less routine. Prices held steadily at New York. There extra was quoted at 5½@5¼c; prime, 5@5½c; lower grades, 4¼@5c.

At Chicago, market was rather quiet, but steady. Interest was reported modest. Extra was quoted at 5½c.

**LARD OIL**—Interest at New York was routine, and the market was unchanged from the previous week. Extra was quoted at 8c; extra No. 1, 7¾c; No. 1, 7¼c; No. 2, 7c; prime, 9¼c; winter strained, 8¼c.

**NEATSFOOT OIL** — Demand was rather quiet, but the market was steady at New York. Cold pressed was quoted at 16¼c; extra, 8c; No. 1, 7¼c; pure, 12c.

**GREASES**—Operations in the grease market at New York were rather limited the past week. There was a little routine trading under way, but generally the market was in an awaiting position. Undertone was steadier, being influenced somewhat by a slightly better feeling in tallow and reports from Washington indicating the coconut oil tax would be retained until the next session of Congress.

Consumers, however, were not disturbed by conditions. They were taking hold but moderately, indicating that their immediate future supplies have been taken care of. However, there was no grease pressing on the market, and at times bids of 3¼c for yellow and house were in evidence. The latter was slightly better than of late and uncovered firmer ideas on the part of producers.

At New York, yellow and house was quoted at 3¼@3½c; A white, 3½@3¾c; B white, 3½c; choice white, 3¾@4c.

At Chicago, the grease market was quiet, especially on nearby stuff, although there were inquiries for later deliveries, offerings of which appeared very moderate. At Chicago, brown was quoted at 3c; yellow, 3¾c; B white, 3¼c; A white, 3¾c; choice white, all hog, 3½c.

## By-Products Markets

Chicago, June 7, 1934.

### Blood.

Market about steady with last week. Trading light.

	Unit	Ammonia.
Ground .....	\$2.00@	2.10
Unground .....		@ 1.95

### Digester Feed Tankage Materials.

Market quiet; prices nominal.

	Unit	Ammonia.
Unground, 10 to 12% ammonia .....	\$1.60@	1.75 & 10c
Unground, 8 to 10% ammonia .....	1.85@	1.95 & 10c
Liquid stick .....		@ 1.50

### Dry Rendered Tankage.

Demand quiet; offerings light.

Hard pressed and exp. unground per unit protein .....	\$3.42½@	.47½
Soft prod. pork, ac. grease & quality, ton .....		@ 25.00
Soft prod. beef, ac. grease & quality, ton .....		@ 20.00

### Packinghouse Feeds.

Little change in this market. Demand appears somewhat better.

	Per Ton.
Digester tankage meat meal .....	@ 25.00
Meat and bone scraps, 50% .....	@ 30.00
Steam bone meal, 65%, special feeding, per ton .....	@ 25.00
Raw bone meal for feeding .....	@ 30.00

### Fertilizer Materials.

Market continues more or less inactive.

High grd. tankage, ground, 10@12% am. .....	\$1.90@	2.00 & 10c
Bone tankage, ungrd., low gd., per ton .....		@ 14.00
Hoof meal .....		@ 2.00

### Bone Meals (Fertilizer Grades.)

This market largely nominal.

Steam, ground, 3 & 50 .....	\$18.00@	19.00
Steam, unground, 3 & 50 .....	15.00@	16.00

### Horns, Bones and Hoofs.

Little change; prices largely nominal.

Horns, according to grade .....	\$60.00@	90.00
Mfg. shin bones .....	55.00@	85.00
Cattle hoofs .....	18.00@	20.00
Junk bones .....	15.00@	16.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

### Gelatine and Glue Stocks.

Market steady with last week.

	Per ton.
Kip stock .....	@12.00
Calf stock .....	@15.00
Sinews, plizes .....	@15.00
Horn piths .....	16.00@17.00
Cattle jaws, skulls and knuckles.....	23.00@23.50
Hide trimmings (new style).....	@ 6.00
Hide trimmings (old style).....	@10.00
Pig skin scraps and trim, per lb....	4¢ 4½¢

### Animal Hair.

Market steady and demand fair.

Summer coil and field dried .....	¼@	¾c
Winter coil dried .....	1 @	1½c
Processed, black, winter, per lb. ....	6 @	6½c
Processed, grey, winter, per lb. ....	5 @	5½c
Cattle switches, each* .....	1¼@	1½c

\*According to count.

## EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, June 6, 1934.

Ground tankage sold at \$2.15 & 10c and unground at from \$1.90 & 10c to \$2.00 & 10c, f.o.b. local shipping points.

Unground dried menhaden scrap sold for delivery, if and when made, at \$2.50 & 10c, f.o.b. fish factories, Virginia.

Superphosphate has been advanced 50c per ton at Baltimore. Present quotations are for deliveries June to December inclusive.

There has been another heavy cut in prices of potash salts. Muriate of potash is now being offered at 50c per unit of K<sub>2</sub>O. Sulphate of potash in 200-lb. bags is \$35.00 per ton, both less 12 per cent discount.

Manure salts, 20 and 30 per cent, are offered at 44c per unit of K<sub>2</sub>O net, c.i.f. Atlantic and Gulf ports and for shipment June to December inclusive.

Foreign bone meal is quite firm in price.

## WOOL MARKET GAINS SLIGHTLY.

Domestic fleeces, grease basis—

Ohio & Penn., fine clothing .....	26	@ 27
Ohio & Penn., fine delaine .....	31	@ 33
Ohio & Penn., ½-blood, combing .....	30	@ 31
Ohio & Penn., ½-blood, clothing .....	29	@ 29
Ohio & Penn., ¾-combing .....	32	@ 33
Ohio & Penn., ¾-combing .....	31	@ 32
Ohio & Penn., ¾ clothing .....	30	@ 31
Low, ¾ combing .....	27	@ 29

Territory, clean basis—

Fine staple .....	82	@ 83
Fine, fine French, combing .....	80	@ 81
Fine, fine medium, clothing .....	80	@ 82
¾-blood, staple .....	81	@ 82
¾-blood, staple .....	76	@ 78
¾-blood, staple .....	70	@ 71
Low, ¾ blood .....	68	@ 69

Texas, clean basis—

Choice, 12 months .....	83	@ 85
Average, 12 months .....	81	@ 82
Fine, 8 months .....	76	@ 78
Fall .....	68	@ 70

California, clean basis—

Northern .....	72	@ 75
Southern .....	70	@ 71

Pulled, scoured—

Choice AA .....	92	@ 97
AA .....	85	@ 90
Fine A .....	82	@ 85
A super .....	75	@ 80
B super .....	65	@ 73

# Crushers More Interested in Code Than in Federal Trade Attack

By LOUIS N. GELDERT, Editor Cotton Oil Press.

**F**ORMAL charges against the national, Texas and Oklahoma associations by the Federal Trade Commission, filed on the eve of the convention of the National Cottonseed Products Association at New Orleans, and made public through the daily press, were not as disturbing to the peace of mind of the industry as their strategic timing evidently intended them to be.

The New Orleans convention took no formal action on the charges, but its officials will make due answer through counsel. President J. Ross Richardson declared the charges to be baseless and ridiculous, and evidently intended to embarrass code relations between the AAA and the industry.

The formal complaint criticises practices that were approved by the Federal Trade Commission itself some years ago, and which are accepted as permissible by the AAA in the code now being formulated.

## Getting Ahead with Code.

Chief interest at the convention—which was the largest in attendance in more than five years—centered in the proposed code of fair competition under the AAA which has been the subject of negotiation for the past year. Representatives of both the AAA and the NRA were present and addressed the convention and participated in discussion of the code. This now includes permissive seed grading and daily publication of seed prices being paid.

The code committee of nine was given unanimous approval and a vote of confidence by the convention, and was instructed to continue efforts to obtain a code satisfactory to the industry at as early a date as possible.

The convention, held at the Hotel Roosevelt, New Orleans, on June 4, 5 and 6, showed greater interest as well as a larger attendance than for many years. A proposal to create a special class of membership for refiners was voted down, and they were retained as active members. In electing the new board for the coming year the representation is more distinctly representative of crude oil mills than heretofore.

## Officers for New Year.

Officers elected for the ensuing year include T. H. Gregory, Memphis, Tenn., president, and J. I. Morgan, Farmville, N. C., vice president. The new board of directors includes F. S. Hunt, Decatur, Ala., for Alabama and Florida; P. F. Cleaver, Little Rock, for Arkansas; P. D. McCarley, Atlanta, for Georgia; C. W. Wallace, Monroe, for Louisiana; G. W. Covington, Hazlehurst, for Mississippi; R. D. Gorham,

Rocky Mount, N. C., for North Carolina and Virginia; A. L. Durand, Hobart, for Oklahoma; J. J. Lawton, Hartsville, for South Carolina; W. H. Jasspon, Memphis, for Tennessee, Kentucky, Illinois and Missouri; Mr. Richardson, Houston, Tex., LeRoy Weber, Taft, Tex., Henry Wunderlich, Austin, Tex., and W. F. Pendleton, Dallas, Tex., for Texas; Fred Stewart, Los Angeles, Cal., for the region west of the Mississippi river.

Selections for one director to represent the region east of the Mississippi river and two directors at large were left to the incoming board because of the lack of nominations on the floor of the convention.

## COTTON OIL TRADING.

**COTTONSEED OIL**—Store oil demand was only fair, but there was no pressure of supplies at New York. Prices ruled steady. Crude was nominal; southeast and Valley, 4½c; Texas, 4½c bid.

### Market transactions at New York:

Friday, June 1, 1934.

Spot	—Range—				Closing—
	Sales.	High.	Low.	Bid.	Asked.
June	.....	.....	.....	500 a	Bid
July	.....	15	528	522	524 a 530
Aug.	.....	.....	.....	528 a	538
Sept.	.....	19	548	541	547 a trad
Oct.	.....	24	558	550	555 a trad
Nov.	.....	.....	.....	555 a	566
Dec.	.....	20	572	565	570 a 571
Jan.	.....	.....	.....	572 a	579

Sales, including switches, 78 contracts. Southeast crude, 4½c bid.

Saturday, June 2, 1934.

Spot	—Range—				Closing—
	Sales.	High.	Low.	Bid.	Asked.
June	.....	.....	.....	505 a	Bid
July	.....	6	520	520	518 a 519
Aug.	.....	.....	.....	522 a	532
Sept.	.....	1	540	540	540 a trad
Oct.	.....	1	544	544	544 a 547
Nov.	.....	.....	.....	548 a	560
Dec.	.....	2	564	563	564 a 563
Jan.	.....	.....	.....	565 a	575

Sales, including switches, 10 contracts. Southeast crude, 4½c bid.

Monday, June 4, 1934.

Spot	—Range—				Closing—
	Sales.	High.	Low.	Bid.	Asked.
June	.....	.....	.....	505 a	Bid
July	.....	.....	.....	518 a	521
Aug.	.....	.....	.....	522 a	530
Sept.	.....	2	540	538	540 a trad
Oct.	.....	2	546	546	545 a 548
Nov.	.....	.....	.....	548 a	560
Dec.	.....	2	565	565	562 a 565
Jan.	.....	.....	.....	565 a	575

Sales, including switches, 6 contracts. Southeast crude, 4½c bid.

Tuesday, June 5, 1934.

Spot	—Range—				Closing—
	Sales.	High.	Low.	Bid.	Asked.
June	.....	.....	.....	505 a	Bid
July	.....	.....	.....	526 a	530
Aug.	.....	.....	.....	530 a	540
Sept.	.....	.....	.....	550 a	551
Oct.	.....	.....	.....	556 a	558
Nov.	.....	.....	.....	560 a	572

Dec.	.....	1	570	570	570 a	574
Jan.	.....	.....	.....	.....	575 a	578

Sales, including switches, 1 contract. Southeast crude, 4½c bid.

Wednesday, June 6, 1934.

Spot	—Range—				Closing—
	Sales.	High.	Low.	Bid.	Asked.
June	.....	.....	.....	505 a	Bid
July	.....	.....	.....	523 a	530
Aug.	.....	.....	.....	527 a	540
Sept.	.....	1	544	544	543 a 548
Oct.	.....	.....	.....	550 a	554
Nov.	.....	.....	.....	553 a	565
Dec.	.....	1	571	571	568 a 571
Jan.	.....	.....	.....	571 a	577

Sales, including switches, 2 contracts. Southeast crude, 4½c bid.

Thursday, June 7, 1934.

Sept.	.....	.....	543	543	541 a	544
Dec.	.....	.....	571	569	569 a	570

See page 31 for later markets.

## MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., June 6th, 1934.

Regardless of a reported improved cash market in the west where prices are firm and higher, the cottonseed meal futures market was lower with trading on a very limited scale. The grain market continues a dominating factor in meal and any easiness developing in that direction is immediately reflected in meal. Strength in mill feeds did not prove any influence in meal and due to a lack of demand, prices gradually drifted lower until the close, when bids were somewhat better. Chief weakness was in the late months with June holding better than the balance of the list. The close was dull at declines of 10@50c.

Cottonseed was lower in sympathy with meal and lack of demand. The close was quiet at declines of 10c.

## MILL SUPERINTENDENTS ELECT.

Eugene Bradshaw, Houston, Tex., was elected president of the National Oil Mill Superintendents' Association at the annual convention of the organization held at Shreveport, La., on May 29-31. W. D. Chapman, Shreveport, was elected vice president and D. B. Denny, Greeneville, Tex., secretary-treasurer.

Officers of the Oil Mill Machinery Manufacturers' and Supply Association, which holds its annual meeting in conjunction with the former organization, were chosen as follows: President, O. F. Thompson, Houston, Tex.; vice president, R. H. Alcott, Memphis, Tenn.; secretary-treasurer, A. D. Gugenheim, Waco, Tex.

## LOUISIANA MARGARINE BILL.

Louisiana house bill 68, imposing an excise tax of 12c lb. on all margarine sold or offered for sale containing other than oleo oil from cattle, oleo stock from cattle, oleo stearine from cattle, neutral lard from hogs, peanut oil, corn oil, cottonseed oil, soya bean oil or milk fat, passed the house on May 29 and is expected to be passed by the senate. The bill is the same as that passed in South Carolina recently, except that it passed it takes effect 60 days after being approved by the governor.

# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Moderate—Market Steady—Sentiment Mixed—Outside Strength Ignored—Cash Trade Routine—Crude Dull—Weather South Less Favorable.**

Operations in cottonseed oil futures were on a moderate scale the past week, and prices fluctuated over modest limits. The market, however, maintained a steady undertone. Commission house and professional interests were on both sides. There was no disposition to increase or reduce open interest, but some were disappointed over the fact that the market failed to respond to strength in the outside markets and less favorable new cotton crop reports.

On the other hand, there was no disposition in evidence to sell the market. A little liquidation developed from time to time, but sufficient support materialized to absorb offerings and maintain values. It was difficult to ascertain what the market was waiting for.

Cash oil reports were none too optimistic, indications pointing to a continued routine demand, moderate on the whole and perhaps somewhat smaller than the same time a year ago. On the other hand, allied markets were better. Lard stiffening somewhat, with strength in grains, while cotton turned upwards under the influence of too much rain in some sections of the belt and weevil complaints.

### Crude Markets Dull.

Climatic conditions and insects in the South were attracting more attention. Reports from Mississippi said conditions at the present time were the worst in 20 years. Washington intimated that the western drought had moved eastward and down into parts of the eastern cotton belt.

The trade appears set for a comparatively unfavorable cotton seed statistical report. Lard stocks during May

decreased but little and came in for some comment. Prospects of the coconut oil tax remaining in force until the next session of Congress had had little or no effect thus far on cotton oil. The western drought continued to force marketing of livestock, although the dry area received some showers this week. Reports indicate that feed crops have been seriously hurt, in some places beyond recovery. As a result, corn prospects during the next six weeks to two months will have a very important bearing upon the feed and hog and livestock situation generally.

Crude markets were dull and more or less nominal, but maintained a steady tone. Southeast and Valley were quoted at 4½c; Texas, 4c bid.

The weekly weather report said in general the weather was somewhat less favorable than recently for cotton. There was too much rain in most of the Atlantic area, especially in South Caro-

lina and Georgia, where plants are becoming sappy, and fields grassy from lack of cultivation. In the central sections of the belt, progress was mostly satisfactory. In Oklahoma, conditions continued fair to good. Rain is needed in Texas, but the cotton crop is withstanding the dryness well and continues mostly fair.

**COCOANUT OIL**—Interest continued moderate at New York, but the market was steady. Indications from Washington were that the excise tax on cocoanut oil would be retained until the next session of Congress. There was some question as to whether or not the tax would be imposed on stocks already processed. At New York, spot oil was quoted at 2½c. Bulk oil for shipment was reported offered at 2½c.

**CORN OIL**—Market was rather quiet the past week, more or less featureless, and quoted at 4½c Chicago.

**SOYA BEAN OIL**—Interest continued light in this market, and there was little or no change from the previous week. Offerings were held at 5½@6c.

**PALM OIL**—Demand was small, and the market was more or less nominal due to light offerings and lack of particular buying interest. At New York, spot Nigre was quoted at 3¼@3½c; shipment Nigre, 3c; nominal; Sumatra, 2.60c nearby and 2.80c for shipment.

**PALM KERNEL OIL**—Market at New York was quoted at 2¼@2½c bulk in bond, with shipment stuff quoted ½c lower.

**OLIVE OIL FOOTS**—Nearby demand was light, while inquiry for shipment was reported routine. At New York, spot foots were quoted at 7¼@7½c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Demand was slightly more active, and the market was steady at 5@5½c f.o.b. southern mills.

### HULL OIL MARKETS.

Hull, England, June 6, 1934.—(By Cable.)—Refined cottonseed oil, 15s 9d; Egyptian crude cottonseed oil, 13s 6d.

## SOUTHERN MARKETS

### New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., June 7, 1934.—Crude was steady at 4½c lb. for Valley and 4@4½c lb. for Texas with only occasional sales. Prime bleachable was steady at 4.90@5c lb., loose New Orleans. Futures were dull. The feeling prevails that advancing lard and unfavorable weather will soon lift values of cotton oil products.

### Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 8, 1934.—Crude cottonseed oil, 4@4½c lb.; forty-one per cent protein cottonseed meal, \$22.75; loose cottonseed hulls, \$8.00.

### Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., June 7, 1934.—Prime cottonseed oil, 4½c lb.; forty-three per cent meal, \$25.50; hulls, \$11.00.



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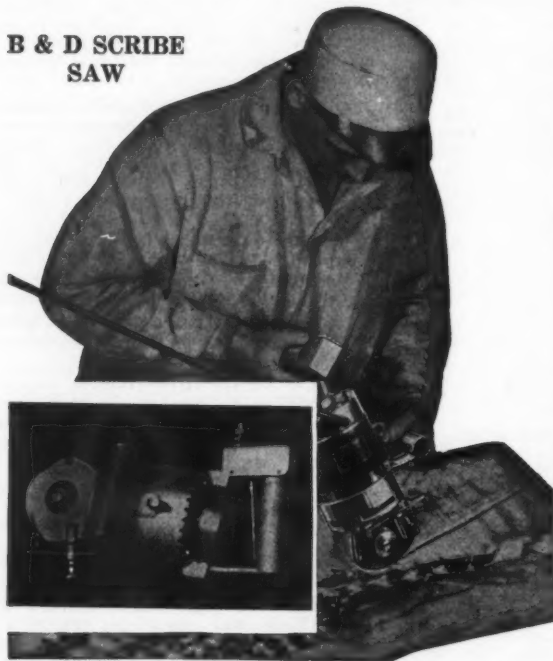
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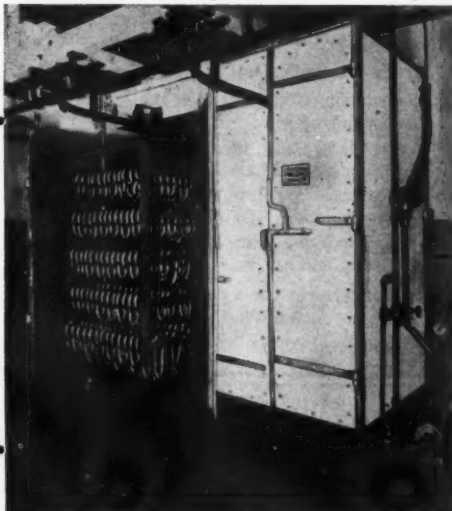
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# Week's Closing Markets

## FRIDAY'S CLOSINGS

### Provisions.

Hog products were irregular the latter part of the week but maintained a firmer undertone, eastern buying and continued grain strength providing the chief feature. Hogs were firmer with the top at \$3.85.

### Cottonseed Oil.

Cotton oil was quiet and featureless mostly changing July to October, awaiting developments. Cotton news less favorable; cash trade routine; statistical report awaited. Crude Southeast Valley 4 1/4 c bid; Texas, 4@4 1/4 c.

Quotations on bleachable cottonseed oil at New York Friday noon were:

Jan., \$5.75@5.81; June, \$5.10b; July, \$5.25@5.28; Aug., \$5.32@5.45; Sept., \$5.47@5.52; Oct., \$5.55@5.58; Nov., \$5.60@5.75; Dec., \$5.73.

### Tallow.

Tallow, extra, 3 1/2 lb. f.o.b.

### Stearine.

Stearine, 5c lb. stearine.

### Friday's Lard Markets.

New York, June 8, 1934. — Lard, prime western, \$4.40@4.50; middle western, \$4.20@4.30; city, 3 3/4 @4c; refined Continent, 4 1/4 @4 1/2 c; South American, 4 1/4 @4 1/2 c; Brazil kegs, 4 1/4 @4 1/2 c; compound, car lots, 7 1/4 c.

## LIVESTOCK COST AND YIELD.

Kinds of livestock slaughtered, cost and yield in per cent and pounds for April, 1934, with comparisons:

	Apr. 1933.	Mar. 1934.	Apr. 1934.
Average live cost per 100 lbs.:			
Cattle .....	\$ 4.08	\$ 4.51	\$ 4.83
Calves .....	4.48	5.23	4.92
Swine .....	3.63	4.22	3.74
Sheep and lambs .....	5.21	8.78	8.61

Average yield, per cent:			
Cattle .....	56.34	55.35	55.59
Calves .....	58.67	57.77	58.06
Swine .....	76.21	75.51	75.01
Sheep and lambs .....	46.89	46.22	46.54

Average live weight, lbs.:			
Cattle .....	964.48	952.70	939.95
Calves .....	161.23	167.60	164.13
Swine .....	231.68	222.58	224.37
Sheep and lambs .....	85.41	89.08	86.83

Sources of supply, per cent:			
Cattle—			
Stockyards .....	62.83	81.86	82.16
Other .....	17.17	18.64	17.94
Calves—			
Stockyards .....	73.20	72.18	71.89
Other .....	26.80	27.82	28.11
Swine—			
Stockyards .....	55.09	58.24	59.31
Other .....	44.91	41.76	40.69
Sheep and lambs—			
Stockyards .....	83.11	78.83	81.76
Other .....	16.89	21.17	18.24

Classification, per cent:			
Cattle—			
Steers .....	54.26	52.98	54.95
Bulls and stags .....	3.80	3.23	3.41
Cows and heifers .....	41.94	43.79	41.64
Swine—			
Sows .....	46.65	50.83	51.14
Barrows .....	52.74	48.48	48.20
Stags and boars .....	0.61	0.68	0.66
Sheep and lambs—			
Sheep .....	3.73	3.49	3.76
Lambs and yearlings .....	96.27	96.51	96.24

## BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, June 8, 1934.—General provision market firm; hams improving; fair demand for lard. Quotations 3d lower than last week for spot lard, balance of quoted contracts 3@9d lower; English cuts steady.

Friday's prices were as follows: Hams, American cut, 83s; hams, long cut, 84s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 75s; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 80s; Canadian Cumberlands, 68s. Spot lard was quoted at 23s 3d.

## LIVERPOOL PROVISION MARKETS.

Arrival of Continental bacon in the United Kingdom for the week ended May 23 totaled 49,603 bales, against 53,273 the previous week and 71,687 in the same period a year earlier. Prices of first quality product at Liverpool, May 23, with comparisons, are as follows:

	May 23, 1934.	May 16, 1934.	May 24, 1933.
American green bellies .....	\$17.53	\$17.57	\$10.27
Danish green sides .....	18.55	19.01	13.85
Canadian green sides .....	16.73	16.31	12.52
American short green hams .....	19.10	18.94	13.41
American refined lard .....	5.58	5.59	8.51

## MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended June 2, 1934, were as follows:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef .....		22,500 lbs.
Brazil—Canned corned beef .....		270,000 lbs.
Canada—Bacon .....		3,009 lbs.
Canada—Pork cuts .....		40 lbs.
England—Meat paste .....		135 lbs.
France—Meat products .....		1,168 lbs.
Germany—Ham .....		1,973 lbs.
Germany—Sausage .....		3,947 lbs.
Germany—Bouillon cubes .....		2,429 lbs.
Italy—Sausage .....		3,257 lbs.
Italy—Pork cuts .....		3,685 lbs.
Norway—Liverpaste .....		900 lbs.
Poland—Ham .....		10,905 lbs.

## LARD AND GREASE EXPORTS.

Exports of lard from New York City, June 1, 1934, to June 6, 1934, totaled 2,480,395 lbs.; tallow, none; greases, none; stearine, none.

Exports of lard from New York City during May, 1934, totaled 21,740,264 lbs.; tallow, 520,000 lbs.; greases, 22,000 lbs.; stearine, 364,000 lbs.

## GERMAN HOGS AND LARD.

Top hogs at Berlin were quoted at \$11.44 per cwt. on May 23, compared with \$11.67 a week earlier and \$6.81 at the same time last year. Lard in tierces at Hamburg was quoted at \$12.58 compared with \$12.63 a week earlier and \$8.51 on May 24, 1933.

## MEATS FOR SMOKING.

Proper preparation of meats before they go into the smokehouse is necessary for best results. Standard practices are reviewed in "PORK PACKING," The National Provisioner's latest book.

## MEAT AND LARD STOCKS.

Stocks of all meats in storage at 7 markets on June 1, 1934, were 13 million lbs. less than a month ago and 5 1/2 million lbs. less than on June 1, 1933. The reduction was in all cuts with the exception of S.P. regular hams and S.P. picnics. The increase in stocks of hams was small, however, totaling only 167,566 lbs. The gain in S.P. picnics was considerably larger, being slightly over 2 million pounds.

Lard stocks at these 7 points, on the other hand, show a heavy gain. On June 1 they were over 3 1/2 million pounds greater than a month earlier and nearly 66 1/2 million pounds heavier than a year earlier.

Consumption of pork meats was maintained at a fairly high level during the month, despite increasing prices. Demand was quite evenly distributed over the various cuts, with the exception of picnics. With increasing ham prices, however, there is becoming evident a better demand for picnics. Due to the scarcity of heavy hogs in the runs there was not an over-abundance of S.P. boiling hams.

While stocks of meats are still large, they are not burdensome, in view of the small hog runs anticipated later in the summer and next fall and the poorer than average quality of animals being received.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on May 31, 1934, with comparisons as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	May 31, 1934.	April 30, 1934.	May 31, 1933.
Tot. S.P. meats .....	182,639,825	182,440,190	190,446,303
Tot. D.S. meats .....	51,106,163	54,358,989	50,892,201
Tot. all meats .....	248,475,540	242,248,656	254,129,284
P.S. lard .....	111,108,923	119,688,217	44,042,600
Other lard .....	19,895,285	16,281,601	20,502,418
Total lard .....	131,004,208	135,969,808	64,545,018
S.P. reg. hams .....	46,598,117	46,430,551	45,688,602
S.P. skin. hams .....	57,357,590	65,979,891	56,316,849
S.P. bellies .....	54,514,805	58,536,169	60,309,735
S.P. picnics .....	23,988,553	21,945,831	27,923,521
D.S. bellies .....	38,445,322	40,782,996	35,410,339
D.S. fat backs .....	11,245,715	12,008,075	11,828,977

## HOG WEIGHTS AND COSTS.

Average weight and cost of hogs purchased at 10 of the principal public markets of the United States by packers and shippers during April, 1934, with comparisons, are reported by the U. S. Department of Agriculture:

	Apr., 1934.	Mar., 1934.	Apr., 1933.			
	Wt. Lbs.	Cost Per cwt.	Wt. Lbs.	Cost Per cwt.	Wt. Lbs.	Cost Per cwt.
Chicago .....	231	\$3.85	235	\$4.31	251	\$3.77
Denver .....	230	3.36	228	3.90	223	3.50
East St. Louis .....	210	3.75	207	4.20	216	3.62
Fort Worth .....	208	3.64	210	4.09	206	3.27
Kansas City .....	224	3.45	230	3.93	234	3.48
Omaha .....	251	3.29	251	3.75	288	3.41
St. Louis .....	247	3.35	242	3.78	296	3.39
South St. Joseph .....	236	3.41	240	3.88	244	3.43
South St. Paul .....	219	3.48	214	3.88	239	3.48
Wichita .....	219	3.36	225	3.85	221	3.29

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to June 8, 1934, show exports from that country were as follows: To the United Kingdom, 128,962 quarters; to the Continent, 9,932. Exports the previous week were: To England, 24,821 quarters; to Continent, 100.

# Live Stock Markets

## CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, June 7, 1934.

**CATTLE**—Compared with last Friday: Receipts were largest since last October. Runs included a larger percentage of strictly grass cows and heifers than anytime this season, a development of the widespread drought. Dry weather was also a factor in forcing half fat steers and yearlings to market. Strictly grainfed steers with weight grading choice and better closed steady; extreme top, \$10.10, a new high for season. There was a fairly dependable market all week on grainfed steers and yearlings, but these closed very slow, the bottom dropping out of late market on medium to near choice steers and long yearlings. Many in-between grade weighty steers finished fully 50c under a week earlier with numerous loads unsold. Best medium-weights, \$9.75; light steers of yearling type, \$9.25; light heifer and mixed yearlings, steady to 25c lower; top yearlings, \$6.50; liberal supply grass heifers and grass cows in cutter and killer flesh, 50@75c lower. These later came back 25@50c; bulls, about steady; vealers, 75c@\$1.00 lower; closing at \$4.50 down.

**HOGS**—Compared with last Friday: Market strong to 10c higher on all classes; weighty offerings and packing sows up most; week's top, \$3.85 paid at close, against \$3.75 last week. This was first time in over three months that an advance has been scored. Late bulk better grade 250 to 310 lbs., \$3.75@3.85; bigweights scarce; 200 to 240 lbs., \$3.50@3.75; 170 to 190 lbs., \$3.10@3.50; desirable light lights, \$2.75@3.10; pigs, \$2.25 down; packing sows, \$2.90@3.10, smooth lightweights, to \$3.25.

**SHEEP**—Compared with last Friday: Spring lambs and yearlings, \$1.25@1.50 lower; sheep, steady to weak. Congested conditions in eastern dressed trade were principal factors in declines, but runs are increasing. Idaho unloaded expanded numbers locally; week's top native spring lambs, \$9.50 Monday; closing top, \$8.75, with late bulk natives and Idahos \$8.00@8.50; week's top yearlings, \$7.50 Monday; late bulk, \$6.50 downward; week's top extreme lightweight ewes, \$2.25; bulk, \$1.00@2.00; culls, occasionally 50@75c.

## OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., June 7, 1934.

**CATTLE**—Prices on most killing classes have changed only slightly from Friday of last week. Supplies of fed steers and yearlings were liberal, but demand was broad for choice longfeds, and these held fully steady. Medium to good light steers and yearlings are unevenly steady to 25c lower. Heavy cows are strong to a little higher, heavy heifers fully steady, other she stock unevenly weak to 25c lower. Bulls are weak to 10@15c lower; vealers, fully 50c lower. Choice medium weight steers topped for the week at \$9.00. Choice 1,099-lb. spayed heifers earned \$6.65.

**HOGS**—Compared with last Saturday, mostly 15c higher. Top on Thursday reached \$3.50, with following bulks: 190 to 325 lbs., \$3.25@3.40; 325 to 400 lbs., \$3.00@3.25; 170 to 190 lbs., \$3.00@3.25; 140 to 170 lbs., \$2.25@3.00; pigs, \$1.00@2.00; sows, \$2.75@2.95; stags, \$1.50@2.50.

**SHEEP**—Lack of support in the dressed trade markets, with lower prices at other centers, sent fat lamb values 85c@\$1.00 lower than last Friday. Most late sales of better grade natives were noted at \$8.50@8.65; late top, \$8.65. Majority desirable range offerings commanded \$8.50.

## KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., June 7, 1934.

**CATTLE**—Desirable medium weight and heavy steers were rather scarce all week, and values held at steady to strong levels. Offerings scaling under 1,100 lbs. were in liberal quota and final values are steady to 25c under last Friday. Strictly choice 1,263-lb. Nebraska steers scored \$9.00, while several loads of choice medium weights went at \$8.00@8.25. Most of the fed offerings, however, cleared from \$5.25@7.50. Fed heifers and mixed yearlings are 15c to mostly 25c lower, and slaughter cows are generally 25c under late last week. Bull prices were reduced around 25c, and vealers ruled weak to 50c off, with only a few selected lots selling above \$4.00 at the close.

**HOGS**—Hog market was very uneven during the week. Liberal receipts at

opening forced prices to lower levels, but on following days supplies were curtailed materially and values took an upward turn. Closing rates are mostly 10@15c higher than last Friday, with weights above 250 lbs. getting most of the action. Late top reached \$3.50, highest since April 30 on choice 210- to 300-lb. weights. Most of the more desirable 200- to 325-lb. weights sold at \$3.40@3.50; 170- to 200-lb. averages, \$3.00@3.45; better grades of 130- to 160-lb. kinds, \$2.25@3.10; packing sows, 15@25c higher at \$2.50@3.00.

**SHEEP**—Fat lambs and yearlings were under extreme pressure all week, and sharp declines were effected. Spring lambs are closing at fully \$1.00 lower levels, while yearlings are unevenly \$1.50@1.75 below last week's close. On Monday, some choice native spring lambs scored \$9.50, while most late arrivals ranged from \$8.50 down. Best shorn yearlings brought \$7.25 at the high time, but on the final session several lots were unsold, with most bids under \$6.00. Mature sheep were relatively scarce, and values are 25@50c lower, with \$1.50@2.00 taking most fat ewes.

## ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., June 7, 1934.

**CATTLE**—Compared with the close of last week: Well conditioned steers, steady; others, 25c lower, with grassers off more; good and choice mixed yearlings and heifers, steady; others, 25c lower; beef cows, 25c lower; low cutters, steady; sausage bulls 25c lower; vealers, 25@50c lower. Bulk of steers brought \$5.00@6.85; 1,152-lb. matured steers and 1,076-lb. yearlings topping at \$8.00. Majority of mixed yearlings and heifers scored \$4.25@5.75; top heifers, \$6.15. Most beef cows brought \$2.25@3.00; top, \$4.00; low cutters, \$1.00@1.50; closing top on sausage bulls, \$2.75; vealers, \$4.75.

**HOGS**—Compared with last Friday: Butchers closed mostly 10c higher; lightweights, steady to 25c lower; pigs, 25@35c lower. Sows were mostly steady at closing. Top on choice butchers was \$3.70, with most sales of 190 lbs. up \$3.60@3.70; 160 to 180 lbs., \$3.00@3.55; 130 to 150 lbs., \$2.25@2.85; 120 lbs. down, \$1.25@1.75; sows, \$2.65@2.85.

**SHEEP**—Compared with last Friday: Good and choice lambs, \$1.00@1.25 lower; throwouts, 75c lower; aged sheep, mostly 50c lower. Top lambs for week registered \$9.25; closing top to outsiders, \$8.75; late bulk to packers on good and choice lambs, \$8.00@8.25. Throwouts closed at \$4.50 mostly. Fat ewes in final sales ranged from \$2.00 downward largely.

## SIOUX CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., June 7, 1934.

**CATTLE**—Heavy and medium weight beefs ruled strong to 25c higher this week. Light yearlings met an indifferent market and only found a reliable demand late when receipts dwindled. Choice medium weight droves earned \$8.00@8.25, while strict-

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ly choice heavies were absent. Long yearlings sold up to \$7.65. Most steers and yearlings cashed at \$5.00@6.75. Better grade cows and most heifers strengthened from last week's low levels. Small lots of choice heifers reached \$6.00, beef cows bulked late at \$2.25@3.00, most low cutters and cutters cleared at \$1.25@1.75 and bulls showed an easier turn, with medium grades up to \$2.75 late. Vealer prices underwent pressure, and packers stopped at \$4.50.

**HOGS**—Moderate receipts under a continued broad slaughter demand resulted in a reaction to hog prices. Compared with last Friday, all slaughter classes showed 15@25c advance, with heavy butchers and packing sows reflecting most upturn. Thursday's top reached \$3.50, while bulk better grade 190- to 350-lb. butchers scored \$3.25@3.40. Good 150- to 190-lb. selections turned at \$2.50@3.25, with lighter weights down to \$2.00 and below. Packing sows moved readily at \$2.85@3.00.

**SHEEP**—Eastern dressed markets continued to show materially lower price schedules this week, and despite relatively light receipts at live markets spring lambs and yearling values were pushed downward fully \$1.00, with cull to medium grades showing as much as \$1.50 loss. Best native spring lambs closed at \$8.65, with other deals largely \$8.25@8.50. Choice shorn yearlings were salable up to \$6.50 late, good to choice kinds bringing \$6.00@6.25. Shorn ewes met a very restricted outlet at fully 25c lower prices. Most offerings were heavy weight and cleared at 50c@1.00. A few choice lightweights brought \$1.75.

## ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., June 6, 1934.

**CATTLE**—Common to low medium grade slaughter yearlings were 15@25c lower than on Friday of last week and better grade steers, particularly weightier kinds, 15@25c higher. Lower grade heifers were mostly 25c down, others around steady. Cows and bulls regained steady prices, also better grade vealers. Good to choice light to mediumweight fed steers sold at \$6.75@8.00 sparingly, most good yearlings and lightweight steers at \$5.25@6.50, plainer kinds around \$3.00@5.00. Good and choice fed heifers ranged \$4.50@6.50, common and medium, \$2.50@4.25. Medium to

good cows brought \$2.50@3.50, choice kinds up to \$4.25, lower grades, \$1.00@2.25. Medium bulls stood at \$2.00@2.35. Vealers made an extreme top at \$5.00 with the bulk down to \$3.00, including medium grades.

**HOGS**—Better grade 190- to 300-lb. hogs sold on Wednesday at \$3.15@3.35, most good 160- to 190-lb., \$2.75@3.15, 140- to 160-lb., \$2.00@2.75, 130- to 140-lb., \$1.50@2.00, slaughter pigs, \$1.00@1.50. Heavier butchers sold down to \$3.00 and below, packing sows, \$2.40@2.75.

**SHEEP**—Better grade spring lambs and yearlings have worked 75c to \$1.00 lower than last Friday, plainer kinds as much as \$2.00 lower. The first Washington spring lambs of the season sold here at \$3.75 today. Better native springers today brought \$8.50, throwouts, \$5.00@5.50, medium to good shorn yearlings, \$5.00@6.00, and most slaughter ewes, 50c to \$1.25.

## CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week June 1:

### BUTCHER STEERS.

	Up to 1,050 lbs.	Week ended June 1.	Prev. week.	Same week, 1933.
Toronto .....	6.35	6.50	6.50	5.50
Montreal .....	6.50	6.25	6.25	5.60
Winnipeg .....	5.75	5.75	5.75	5.50
Calgary .....	4.50	4.50	4.50	4.80
Edmonton .....	4.50	4.75	4.75	4.75
Prince Albert .....	4.25	4.25	4.25	3.75
Moose Jaw .....	5.00	4.75	4.75	4.25
Saskatoon .....	5.00	4.75	4.75	4.50

### VEAL CALVES.

	Week ended June 1.	Prev. week.	Same week, 1933.
Toronto .....	7.00	7.00	6.50
Montreal .....	6.00	5.25	5.00
Winnipeg .....	5.50	5.25	6.00
Calgary .....	5.50	5.50	5.00
Edmonton .....	4.50	4.50	6.00
Prince Albert .....	3.50	3.50	...
Moose Jaw .....	4.50	5.00	4.50
Saskatoon .....	5.00	4.75	5.00

### SELECT BACON HOGS.

	Week ended June 1.	Prev. week.	Same week, 1933.
Toronto .....	9.65	9.25	6.25
Montreal .....	9.75	9.40	6.65
Winnipeg .....	9.15	8.25	5.90
Calgary .....	8.25	7.95	6.35
Edmonton .....	8.80	7.90	5.25
Prince Albert .....	8.85	7.95	5.35
Moose Jaw .....	8.90	8.00	5.40
Saskatoon .....	8.85	7.95	5.35

### GOOD LAMBS.

	Week ended June 1.	Prev. week.	Same week, 1933.
Toronto (1) .....	12.00	10.50	12.50
Montreal .....	11.00	7.50	12.00
Winnipeg .....	10.50	10.00	10.00
Calgary (1) .....	8.00	8.00	9.00
Edmonton .....	8.00	...	...
Prince Albert .....	...	...	...
Moose Jaw .....	7.50	6.50	10.00
Saskatoon .....	8.00	6.00	8.00

(1) Toronto and Calgary on "W.O.C." basis, others "F. & W."

## CORN BELT DIRECT TRADING.

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., June 7, 1934.

Demand for desirable heavy butchers was broad this week at 22 concentration points and 7 packing plants in Iowa and Minnesota. Good to choice hogs scaling over 200 lbs. advanced 25@35c over last week's close. Lighter weights were in narrower demand and late quotations are unevenly steady to 20c higher, with light lights and plainer grades showing least advance. Scattered rains slowed up runs materially and were instrumental in keeping many unfinished hogs on farms. Late bulk good to choice 220 to 310 lbs., \$3.10@3.35; long hauled carloads, to \$3.40 and above; 180 to 220 lbs., \$2.75@3.25; light lights, \$1.80@2.60; most packing sows, \$2.40@2.75, few \$2.80.

Receipts unloaded daily for the week ended June 7, were as follows:

	This week.	Last week.
Fri., June 1 .....	34,400	20,000
Sat., June 2 .....	41,200	28,900
Mon., June 4 .....	60,400	52,900
Tues., June 5 .....	18,900	24,500
Wed., June 6 .....	16,700	Holiday
Thurs., June 7 .....	24,000	34,000

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended June 2, 1934:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended June 2 .....	205,000	528,000	247,000
Previous week .....	241,000	591,000	270,000
1933 .....	162,000	564,000	255,000

Hogs at 11 markets:

Week ended June 2 .....	473,000
Previous week .....	525,000
1933 .....	467,000
1932 .....	394,000
1931 .....	411,000
1930 .....	504,000
1929 .....	497,000

At 7 markets:

Week ended June 2 .....	169,000	431,000	148,000
Previous week .....	191,000	463,000	164,000
1933 .....	119,000	401,000	151,000
1932 .....	97,000	328,000	175,000

## U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, June 2, 1934, as reported to THE NATIONAL PROVISIONER:

	Week ended June 2.	Prev. week.	Cor. week, 1933.
Chicago .....	144,274	154,885	135,607
Kansas City, Kan. ....	86,590	91,933	75,500
Omaha .....	53,223	59,503	51,749
St. Louis & East St. Louis 70,624	73,082	77,645	77,645
Sioux City .....	37,890	38,890	30,255
St. Joseph .....	37,994	38,682	32,219
St. Paul .....	36,973	41,529	31,866
N. Y., Newark & J. C. ....	37,516	36,518	31,220
Total .....	504,693	534,822	465,361

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# Awards on Canned Beef Under Schedule 64-FSRC

(See page 15 for emergency slaughter plans.)

Canner.	Buyer.	No. Head Daily.	Slaught. & Boning Chge. per live cwt.	Canning Charge per lb.
Agar Pkg. & Prov. Co.	Armour and Co., Chicago	150	R .113	.0575
Armour and Co.	Milwaukee	80	C .112	.0524
	St. Paul	280	C .182	
	Fargo	40	C .310	
	Huron	40	C .277	
	Sioux City	50	C .188	
	Omaha	20	C .188	
	St. Joe	50	C .188	
	Kansas City	57	C .188	
	E. St. Louis	70	C .156	
Cudahy Pkg. Co.	Cudahy Pkg. Co.	150	R .150	.0570
	Sioux City	225	R .180	
	Omaha	300	R .250	
	Kansas City	100	R .150	
	Wichita	50	R .090	
	St. Paul	60	R .100	.0553
Derby Food Prod., Inc.	Swift and Co., Chicago	125	R .113	.0550
Foell Pkg. Co.	Armour and Co., Chicago	80	R .050	.0575
Leonard Frank Co.	Superior Pkg. Co., St. Paul	100	C .210	.0572
Geo. A. Hormel & Co.	Geo. A. Hormel & Co., Austin	365	R .113	.0442
Illinois Meat Co.	Geo. A. Hormel & Co., Austin	100	C .210	
	Hygrade Food Prod. Corp., Chicago	100	R .105	
	Superior Pkg. Co., Chicago	35	R .120	
Kingan & Co.	Kingan & Co., Indianapolis	200	R .120	.0542
	Swift & Co., Chicago	150	R .100	
	Hunter Pkg. Co., E. St. Louis	50	C .150	
Libby, McNeill & Libby	Swift & Co.	200	R .050	.0529
	Chicago (Hammond)	60	C .020	
	Milwaukee	440	C .080	
	St. Paul	150	C .170	
	Sioux City	80	C .080	
	Omaha	380	C .050	
	St. Joe	240	C .100	
	Kansas City	310	C .060	
	E. St. Louis	20	C .050	
	Des Moines	40	C .070	
	Winona, Minn.			
John Morrell & Co.	John Morrell & Co.	100	None	.0525
	Ottumwa	75	None	
	Sioux Falls	100	C .045	.0540
	Rath Pkg. Co., Waterloo	300	R .113	.0538
	Armour and Co., Chicago			
	Swift & Co.	400	R .100	.0556
	Chicago (Hammond)	200	R .050	
Wilson & Co.	Wilson & Co.	600	R .145	.0549
	Chicago	100	R .145	
	Cedar Rapids	240	R .145	
	Kansas City	60	R .145	
	Albert Lea			
TOTAL HEAD DAILY		6,982		

## AWARDS ON SLAUGHTERING AND FREEZING CALVES.

	Slaught. & Boning. Chge. daily. per live cwt.		Slaught. & Boning. Chge. daily. per live cwt.
Armour and Company	1,000 R .375	John Morrell & Co.	250 None
Chicago	250 R .214	Ottumwa	250 None
Sioux City	1,000 R .338	Sioux Falls	300 R .10
St. Paul	780 R .310	Rath Pkg. Co.	
Milwaukee		Waterloo	
The Cudahy Packing Company		Swift & Company	
Omaha	130 R .15	Chicago	200 R .29
Kansas City	180 R .17	Chicago (Hammond)	120 R .29
Sioux City	75 R .15	Milwaukee	400 R .27
Wichita	40 R .12	St. Paul	1,000 R .25
St. Paul	75 R .10	Sioux City	150 C .01
Hygrade Food Prod. Corp.		St. Joseph	400 C .01
Chicago		Kansas City	400 R .24
Kingan and Company		East St. Louis	1,500 R .28
Indianapolis	200 R .38	Winona	100 R .05
TOTAL HEAD DAILY			9,750

R—Refund to government by packer for difference between processing costs and by-product values, depending on location of slaughtering plant with relation to canning plant.

C—Charge by packer to government for difference between processing costs and by-product values.

## PACKERS' DIRECT MARKETING.

(Continued from page 14.)

limits the price which the packer can pay for the live hogs.

"Canada markets a greater percentage of hogs direct, and prices this year have been consistently higher than those in the United States. Hence it appears that direct marketing has no influence on the level of prices in either country.

"Wallace's Farmer of March 3, 1934, explains that less hogs went to market in Canada and bacon sales to Great Britain were more than double in 1933 over 1932. Britain now consumes forty per cent of Canadian slaughter, and buys less and less from the United States.

"If direct selling caused the fifty-seven per cent decline in hog prices,

why did cattle, petroleum, rubber, corn, coffee, cotton and copper all decline fifty per cent or more? In these products direct selling is no factor.

"Selling direct was the original method of marketing, and is still the method extensively used by hog and sheep producers and especially by far Western cattlemen, who are opposed to further regulation.

"It has frequently been shown by competent witnesses that direct selling reduces marketing costs, and results in a higher average net return to producers.

"The Secretary of Agriculture now has adequate power under present laws to prevent a packer or anyone else from engaging in unfair discriminatory or deceptive trade practices in selling or buying livestock direct or otherwise. Statistics are available in Washington to disprove your charges."

## N. Y. HIDE FUTURE PRICES.

Saturday, June 2, 1934—Old Contracts—Close: June 7.75 sale; Sept. 8.10@8.20; Dec. 8.40b; Mar. 8.40@8.70; sales 21 lots. Closing, Mar. 50 points lower, others unchanged to 5 higher.

Standard—Close: Sept. 8.60 sale; Dec. 8.85@9.00; Mar. 9.15@9.25; June 9.35n; sales 22 lots. Closing 5 higher to 15 lower.

Monday, June 4, 1934—Old Contracts—Close: June 7.80n; Sept. 8.20 sale; Dec. 8.55 sale; Mar. 8.50n; sales 13 lots. Closing 5@15 higher.

Standard—Close: Sept. 8.60b; Dec. 9.00n; Mar. 9.32@9.35; June 9.55b; sales 33 lots. Closing unchanged to 20 higher.

Tuesday, June 5, 1934—Old Contracts—Close: June 8.00n; Sept. 8.55b; Dec. 8.80b; Mar. 8.85n; sales 5 lots. Closing 20@35 higher.

Standard—Close: Sept. 9.20 sale; Dec. 9.50 sale; Mar. 9.70 sale; June 9.90b; sales 46 lots. Closing 35@60 higher.

Wednesday, June 6, 1934—Old Contracts—Close: June 8.50n; Sept. 9.00@9.15; Dec. 9.30@9.50; Mar. 9.30n; sales 14 lots. Closing 45@50 higher.

Standard—Close: Sept. 9.75 sale; Dec. 9.95 sale; Mar. 10.20 sale; June 10.45b; sales 94 lots. Closing 45@55 higher.

Thursday, June 7, 1934—Old Contracts—Close: June 8.15n; Sept. 8.65@8.75; Dec. 9.05 sale; Mar. 9.05n; sales 7 lots. Closing 25@35 lower.

Standard—Close: Sept. 9.40@9.50; Dec. 9.66 sale; Mar. 9.90@9.95; June 10.15@10.30; sales 32 lots. Closing 29@35 lower.

Friday, June 8, 1934—Old Contracts—Close: June 8.70@9.20; Sept. 9.25@9.35; Dec. 9.55b; Mar. 9.55n; sales 5 lots. Closing 50@60 higher.

Standard—Close: Sept. 9.85b; Dec. 10.15@10.20; Mar. 10.40; June 10.65b; sales 67 lots. Closing 45@50 higher.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended June 2, 1934, were 2,721,000 lbs.; previous week, 3,514,000 lbs.; same week last year, 3,597,000 lbs.; from January 1 to June 2 this year, 105,219,000 lbs.; same period a year ago, 99,984,000 lbs.

Shipments of hides from Chicago for the week ended June 2, 1934, were 4,466,000 lbs.; previous week, 6,177,000 lbs.; same week last year, 3,856,000 lbs.; from January 1 to June 2 this year, 125,913,000 lbs.; same period a year ago, 111,872,000 lbs.

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended May 26, 1934:

Week Ending	New York.	Boston.	Phila.
June 2, 1934.....	13,471	.....	8,000
May 26, 1934.....	13,219	4,000	.....
May 19, 1934.....	4,890	99	413
May 12, 1934.....	21,249	240	.....
June 3, 1933.....	366,510	26,987	29,708
May 27, 1933.....	64,569	17,819	5,966
	9,039	.....	.....
	253,759	23,758	39,371

# Hide and Skin Markets

Chicago.

**PACKER HIDES**—The hide market was a very erratic affair this week, due in great part to the action of outside influences. However, a good week's business of about 90,000 hides was reported early mid-week at steady prices, and further business declined on that basis; in fact, one packer participated in the movement only to the extent of some bulls, and the trading was confined mostly to three packers.

The movement at the close of previous week was increased to a total of 88,000 hides, including most all descriptions except butt branded steers. Following this movement, the market again turned weak, with buyers bidding another half-cent down. Further inflation talk, and an apparently congested condition in the hide futures market, resulted in a reversal of sentiment. Bids were advanced to steady basis and three packers sold a total of about 90,000 May forward hides at steady prices. An Iowa packer also sold 4,400 Apr.-May native steers at 9c and 3,300 Mar.-May butt branded steers at 9c, steady prices. Butt branded steers had been very slow recently but these moved in a good way with other descriptions. Another outside packer also sold hides this basis. Further inquiries reported for hides but packers slow to offer.

One feature of the market was the erratic action of the hide futures market, which opened weak and lower and then on two successive days advanced sharply to a cent higher; the market then lost about a third of this advance, but closed the week with another half-cent advance.

The final disposition of the hides from approximately a million cattle to be slaughtered in the northwest states under Government supervision, due to drought conditions, has been one of the factors affecting the action of the market.

Native steers sold at 9c, extreme light native steers 8½c. Butt branded steers sold at 9c and Colorados 8½c. Heavy Texas steers moved at 9c, light Texas and extreme light Texas steers 8c.

Heavy native cows quoted 8c. Light native cows sold at 8½c and branded cows at 8c.

About 14,000 bulls sold during the week, at 5½c for native bulls and 5c for branded.

**SMALL PACKER HIDES**—Local small packer all-weights quoted in a nominal way at 8½c for natives and 8c for branded; interest in small packer productions has been very light but offerings are held at a half-cent higher.

**FOREIGN WET SALTED HIDES**—There was an active trade in the South American market, at lower prices. Total of about 16,000 standard Argentine frigorifico steers were reported coming to this country and 21,000 to Europe, mostly at 53 pesos or equal to about 9½c, c.i.f. New York, as against 9½c paid last week.

**COUNTRY HIDES**—The country market continues quoted on a more or less nominal basis. Holders of countries cannot afford to accept the prices available for tanner selections at pres-

ent, due to their inability to replace holdings at interior points at prices that will not result in a loss. All-weights quoted 6½@7c, trimmed, selected, delivered, the top for very light average. Heavy steers and cows 5½@6c, nom. Buff weights 6½@7c, trimmed. Extremes generally viewed as 8c top, trimmed, although 8c was reported bid for untrimmed in one instance. Bulls around 3½c; glues about 4c. All-weight branded around 5c, flat, less Chicago freight.

**CALFSKINS**—One packer early this week sold 10,000 Apr.-May heavy 9½/15-lb. River point calfskins at 12½c. Earlier quiet trading previous week on April skins was at 13c for northern point heavies, 12c for River point heavies, and 11c for lights. Later this week, one packer sold about three cars May calfskins at 14½c for picked point heavies from Evansville, Cleveland and Detroit, and 11½c for lights; also two cars Apr.-May River point heavies at 12½c. Regular northern point heavies talked 14c or better, with market apparently firmer.

Chicago city calfskins quiet, so far; one collector declined bid of 9c for 8/10-lb., last trading price, asking 9½c; a bid of 11c, last trading price for 10/15-lb., was later withdrawn. Outside cities 8/15-lb. quoted around 10c; mixed cities and countries 9@9½c; straight countries about 8c. Chicago city light calf and deacons last sold at 70c.

**KIPSKINS**—As previously reported, several packers moved May native kipskins last week at 12c for northern. Car May over-weight kips sold this week at 10½c.

Chicago city kipskins quoted around 10c, nom. Outside cities 9½@10c; mixed cities and countries 8½@9c; straight countries 7½@8c.

Packers sold a total of 15,000 to 20,000 regular slunks late last week at 60c.

**HORSEHIDES**—Horsehides continue in fairly liberal supply, with choice city renderers quoted \$3.00@3.25; mixed city and country lots \$2.75@3.00; No. 2's at 50c less.

**SHEEPSKINS**—Dry pelts quoted around 12@12½c for full wools, short wools about 6c. Packer shearlings somewhat irregular; some houses quoting on basis of their last sales at 75c for No. 1's, 55c for No. 2's, and 40c for clips; however, three cars were reported in another direction at 65c, 50c, and 35c; offerings are again becoming scarce on shearlings and market may be a shade stronger than last sales reported, due to short supply. Pickled skins about unchanged for winter stock, and quoted around \$3.75 per doz.; packers' ideas for June lambs considerably higher, due to improved quality, around \$5.25@5.50 per doz. expected to be asked at Chicago; \$6.00 at New York. Packer old wool pelts about out; young spring lambs quoted around \$1.05@1.10 per cwt. live lamb.

**LATER**—One packer, who did not participate to any extent in the trading mid-week, sold 6,000 late May native steers at 9½c, a half-cent advance, thought to have gone to an exchange operator. Broad demand reported for hides at prices paid mid-week.

New York.

**PACKER HIDES**—Market active at steady prices. One packer sold all April-May native and butt branded steers at 9c, and Colorados 8½c; another packer sold 1,400 April-May native steers, at 9c, but declined similar bids for butts and Colorados; a third packer sold balance of April and all of May native steers at 9c. Couple packers sold collection of native bulls at 5½c.

**CALFSKINS**—Collectors' calfskins sold steady to 5c lower early in the week; two cars 5-7's reported at 80c, or 5c down; car 7-9's at \$1.10, or steady; three cars 9-12's sold at \$2.00, or 5c down. Packers' calf were fairly well sold up and quiet, with last trading at 90c, \$1.20 and \$2.15. Market appears to be slightly firmer late this week.

## ST. LOUIS HOGS IN MAY.

Receipts, weights and range of top prices of hogs at National Stock Yards, Ill., for May, 1934, with comparisons, are reported by H. L. Sparks & Co.:

	May, 1934.	May, 1933.
Receipts, number .....	278,305	301,011
Average weight, lbs. ....	204	216
Top prices:		
Highest .....	\$3.75	\$5.10
Lowest .....	3.40	3.80
Average cost .....	3.58	4.45

Quality of the best hogs has been good but that of pigs not so good on account of the drought. It looks as if there is going to be a big spread in weights and quality, according to Mr. Sparks. He believes that the dry weather will make some choice hogs where the farmer has corn.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended June 8, 1934, with comparisons, are reported as follows:

	Week ended June 8.	Prev. week.	Cor. week, 1933.
Spr. nat. ....	9 @ 9½n	8 @ 9½n	12½ @ 13n
Hvy. nat. str. ....	8 @ 9	8 @ 9	12½ @ 12½
Hvy. Tex. str. ....	8 @ 9	8 @ 9	12½ @ 12½
Hvy. butt brnd'd ....	8 @ 9	8 @ 9n	12½ @ 12½
Hvy. Col. str. ....	8½ @ 8½	8½ @ 8½	12 @ 12
Ex-light Tex. ....	8 @ 8	8 @ 8	12 @ 12
Brnd'd cows. ....	8 @ 8	8 @ 8	12 @ 12n
Hvy. nat. cows ....	8 @ 8	8 @ 8	12 @ 12n
Lt. nat. cows ....	8½ @ 8½	8½ @ 8½	12½ @ 12½n
Brnd'd bulls. ....	5 @ 5	5½ @ 5½	10½ @ 11n
Calfskins, nat. ....	11½ @ 11½	11½ @ 11½	18 @ 20
Kips, nat. ....	11½ @ 11½	11½ @ 11½	17 @ 17x
Kips, ov-wt. ....	10½ @ 10	10½ @ 10	16 @ 16x
Kips, brnd'd. ....	9½n @ 9	9½n @ 9	15 @ 15x
Slunks, reg. ....	60 @ 60	70 @ 75	85 @ 110
Slunks, hris. ....	35 @ 50	40 @ 50	40 @ 50
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

## CITY AND SMALL PACKERS.

Nat. all-wts. ....	8½n @ 8	8½n @ 8	12n @ 12n
Branded ....	8n @ 8n	7½ @ 8n	11½n @ 11½n
Nat. bulls. ....	5½ @ 5½	5½ @ 5½	10n @ 10n
Brnd'd bulls. ....	5 @ 5	5 @ 5n	9 @ 9½n
Calfskins ....	9 @ 11	9 @ 11	16 @ 18x
Kips ....	10n @ 10n	9 @ 9½n	13 @ 13½n
Slunks, reg. ....	60n @ 60n	60 @ 70n	80 @ 80n
Slunks, hris. ....	25 @ 40n	30 @ 40n	30 @ 40n

## COUNTRY HIDES.

Hvy. steers. ....	5½ @ 6	5½ @ 6	7 @ 7½
Hvy. cows. ....	5½ @ 6	5½ @ 6	7 @ 7½
Butts. ....	7 @ 7	7 @ 7n	9 @ 9½
Extremes ....	8 @ 8	8 @ 8½	10 @ 10½
Bulls. ....	3½ @ 3½	3½ @ 3½	6 @ 6½
Calfskins ....	8 @ 8	8 @ 8	10 @ 11
Kips ....	7½ @ 8	8 @ 8	10 @ 10½
Light calf. ....	25 @ 35n	30 @ 40n	50 @ 65
Deacons ....	25 @ 35n	30 @ 40n	50 @ 65
Slunks, reg. ....	20n @ 20n	20n @ 20n	20n @ 20n
Slunks, hris. ....	10n @ 10n	10n @ 10n	10n @ 10n
Horsehides ....	2.75 @ 3.35	2.75 @ 3.35	2.50 @ 3.50

## SHEEPSKINS.

Pkr. lambs. ....	1.30 @ 1.30	1.30 @ 1.40	75n @ 75n
Sml. pkr. ....	75 @ 75	75 @ 75	97½ @ 1.00
Pkr. shearings. ....	65 @ 75	75 @ 75	97½ @ 1.00
Dry pelts ....	12 @ 12½	13 @ 13½	11 @ 12

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# CHICAGO SECTION

John H. Winder, president, The Stedman Company, Athens, Ohio, spent a few days in Chicago during the past week.

Philip O. Hantover, of the Independent Casing Co., will celebrate with Mrs. Hantover their silver wedding anniversary on June 20.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 25,178 cattle, 6,331 calves, 65,271 hogs, 16,288 sheep.

Provision shipments from Chicago for the week ended June 2, 1934, with comparisons, were as follows:

	Week June 2	Previous week	Same week, '33.
Cured Meats, lbs.	18,220,000	14,517,000	18,348,000
Fresh Meats, lbs.	43,784,000	42,472,000	84,887,000
Lard, lbs.	6,178,000	5,620,000	3,003,000

Thomas E. Wilson, chairman of the board of Wilson & Co., returned this week from a visit to New York, and was much pleased to find the growing attendance at the attractive Wilson exhibit at A Century of Progress exposition.

B. F. McCarthy, senior marketing specialist, U. S. Bureau of Agricultural Economics, was in Chicago this week on his return from a trip through the West and Northwest, where he found beef grading growing in favor with meat packers and being demanded by more and more meat retailers and meat buyers everywhere.

Swift & Company have established a headquarters at the Swift exhibit at the World's Fair which they call "Swifthaven," and which is what its name implies—a haven for weary travelers about the exposition grounds. The Swift Bridge of Service is becoming one of the main attractions on the grounds.

## HOG PROCESSING TAXES.

Some packers slaughtering hogs and paying the processing tax do not understand that they may certify actual weight of hogs at time of slaughter in preference to scale weights at time of purchase. Many packers weigh the hogs just before they go on the bleeding rail, and certify such weights in their tax return. This is permissible. An estimated allowance for shrinkage prior to slaughter is not permitted.

Extension of time for payment of processing taxes has been obtained by some packers. Any packer who has obtained an extension should take particular care to include amount of the tax in his current expenses and to set up the full liability on his books as the tax accrues. The omission of this item would lead to distortion of current results, and might bring about mistaken merchandising policies which would operate disastrously for the company and the entire industry.

A number of packers have complained that they are not receiving processing tax refunds on export shipments. Most of the delays are due to improperly prepared claims. Packers

are urged to exercise particular care in making up their claims, so that every detail of the specified procedure may be complied with in full.

## PORK CONTRACTS EXTENDED.

Contracts for production of Wiltshire sides under FSRC schedule 59 have been extended to June 15, as indicated by THE NATIONAL PROVISIONER last week. Most packers under this schedule will continue processing under it; a few were unable to handle the requirements and their quotas have been transferred to others at the same market or in the same general area.

New bids for commercial pork cuts and Wiltshire sides under schedule 65 will be opened on June 11, and under schedule 66 on June 12. Hogs are to be purchased and meats processed for federal relief account, under conditions similar to those in schedule 59.

In continuing operations under schedule 58 the FSRC awarded additional contracts, to buy and process 20,200 hogs daily until June 15 for relief purposes, to the following firms in addition to those already handling contracts under this schedule: Kuhner Packing Co., 100, Fort Wayne, Ind.; Brennan Packing Co., 700, Chicago; Agar Packing Co., 200, Chicago; Hygrade Food Products Corp., 600, Chicago; Eckert Packing Co., 100, Henderson, Ky.; Cleveland Provision Co., 200, Cleveland; Theurer-Norton Provision Co., 300,

Cleveland, and Lake Erie Provision Co., 400, Cleveland.

## BOOTLEG PORK COMPETITION.

Under terms of H. B. 9829, passed by the House on June 7, a farmer may slaughter, cut up, cure or otherwise process hogs up to 2,000 lbs. live weight without paying any processing tax, and sell the products in competition with pork on which the packer has paid a processing tax of \$2.25 per 100 lbs. live weight.

There has been much complaint from packers and retailers because of bootleg pork—pork offered for retail sale on which no processing tax has been paid. Even in cities as large as Chicago packers and retailers have this unfair competition to contend with.

Packers and retailers will no doubt feel that H. B. 9829, if it becomes a law, will have an unfairly depressing effect on the market for all pork. It has not yet been considered by the Senate.

## SAUSAGE AND LARD AWARDS.

Contracts for lard and sausage for relief purposes in Porto Rico were awarded this week by the Federal Surplus Relief Corporation to Armour and Company, 195,000 lbs. farmer type sausage, at 12.89c, 13.09c and 13.49c per lb.; Wilson & Co., 585,000 lbs. steam lard, at 8.49c, 8.57c and 8.64c per lb.

# Dog Food Manufacture Gets Code

MANUFACTURE and distribution of dog food will be governed by an NRA code, which has been approved by Administrator Johnson, and which becomes effective on June 11. This code will be administered by a code authority of seven members, five of whom are to be members of the National Dog Food Manufacturers' Association.

Special regulations affecting standards and labelling of canned dog food are provided.

The industry has 105 plants and employs about 2,000 workers. It is a new industry, having grown rapidly in the last decade. Sales in 1933 are said to have been more than \$100,000,000.

Meat packers who produce dog food, regardless of the kind of ingredients entering into its manufacture, are subject to this code.

Interest in dog foods in the meat packing industry is growing. Numerous packers, large and small, now produce such a product, and are getting an increasingly large share of this estimated 100 million dollar market. Others are investigating the possibilities or are developing formulas and building up a

marketing plan preparatory to manufacturing.

The code calls for standards of quality based on biological values and labelling requirements, both to be submitted by the code authority within 90 days for the Administrator's approval.

## Labor and Trade Rules.

A basic 40-hour maximum work week is established, at minimum wages of 40c an hour for men and 35c an hour for women. The industry has been operating on a 44-hour week, at average minimum wages of 34c an hour for men and 25c for women. Clerical employees would receive minimum weekly wages of \$14 in cities under 250,000 population, \$15 in cities between 250,000 and 500,000, and \$16 in larger places.

Fair trade rules applicable to the entire industry establish an open price association (with a 5-day compulsory waiting period which the Administrator suspended in his order approving the code), prohibit price discrimination, unearned service payments, quantity or cash discounts, combination deals, free deals, fraudulent prizes, false advertising, deceptive containers, inaccurate labelling, and unfair interference with competitors.

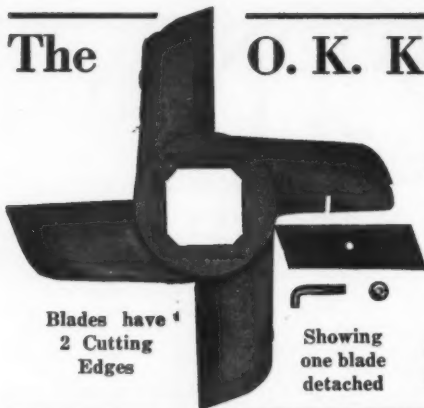
Sales below cost, or other forms of destructive price cutting, will not be allowed. A committee is set up to co-

The

# O. K. KNIFE—the PRACTICAL KNIFE

*That Requires No Grinding*

*Suitable for ALL Makes and Styles of Grinder Plates*



Blades have 4  
2 Cutting  
Edges

Showing  
one blade  
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The O. K. Knife holder is strong and durable—practically everlasting.  
The knife blades are made of tool steel and will hold their cutting edge twice as long as any other make.

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The Man Who Knows



The Man You Know

## THE FAVORITE SEASONING OF MEAT PACKERS EVERYWHERE

The popularity of a product indicates its worth. H. J. Mayer Special Sausage Seasonings number among their users prominent packers everywhere — packers famous for the product they turn out, critical of the ingredients they use, proud of the sales they consistently maintain.

Use H. J. Mayer Special Sausage Seasonings and join the ranks of profit-wise producers. Samples and prices submitted. **H. J. MAYER SPECIAL SAUSAGE SEASONINGS**

Join the LYONE Parade and make the Finest Sausage ever made with H. J. MAYER NEW DEAL LYONE SEASONING

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Metzger), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings and Special NEVERFAIL Curing Compound.

Beware of products bearing similar names—only H. J. Mayer makes the genuine H. J. Mayer products listed.

**H. J. MAYER & SONS CO.**

6819-27 S. Ashland Ave., Chicago, Ill.

Canadian Office: Windsor, Ont.



## For Quality Meat Products

**KUTMIXER**

*Write for circular*

**THE HOTTMANN MACHINE CO.**

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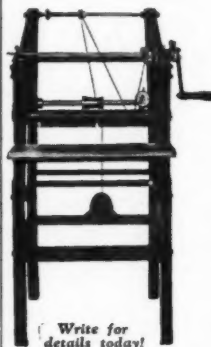


## For Rolled Beef

**Speedy! Efficient! Dependable!**

The Randall Tying Machine is mechanically perfect! It binds roulard beef tightly and evenly, performing tying operation at considerably lower cost—insures improved appearance and greater saleability of product. *Pays for itself in time saved!*

**R. T. Randall & Co.**  
Equipment for Sausage Makers,  
331 N. 2nd St., Philadelphia, Pa.



*Write for details today!*

**I. C. Co.**

**SHURSTITCH**  
*Sewed*  
**CASINGS**

Importers

**SAUSAGE CASINGS**

Exporters

New York London Hamburg

**INDEPENDENT CASING COMPANY**

1335 West Forty-Seventh Street, Chicago, Illinois

## For Slicing

Search no further if you want a high quality dried beef that makes full, even slices. Peacock Dried Beef is manufactured and trimmed with the slicer's problem in mind. Write for prices.

**Cudahy Brothers Co.**  
Cudahy, Wis.



**Peacock Dried Beef**

## H. P. HENSCHEN ARCHITECT

Established since 1909

PACKING PLANTS — PLANT ADDITIONS  
RECONDITIONING FOR GOVT. INSPECTION  
59 E. Van Buren St., Chicago, Ill.

## SMITH, BRUBAKER & EGAN

ARCHITECT & ENGINEERS

30 No. LaSALLE ST.

CHICAGO, ILLINOIS.

SERVING  
THE MEAT PACKING INDUSTRY

operate in coordinating trade practice rules for all food and grocery manufacturing codes.

### Canned Dog Food Standards.

The canned dog food division only is affected by the standards and labeling provisions. The code sets up four standard net weights for canned dog food—8 ounces, 1 pound, 2½ pounds and 7 pounds. As soon as present stocks of cans and labels are exhausted no other sizes will be permitted.

The code authority is instructed to "establish reasonable definitions and reasonable standards of identity and biological value for canned dog food, necessary to prevent deception, fraud and unfair competition in the sale of canned dog food. Within 90 days after the date when this code becomes effective the code authority shall present to the Administrator recommended standards and a plan for their enforcement."

Practically the same language is used in regard to labeling requirements.

The code authority will consist of seven members, five of whom are to be members of the National Dog Food Manufacturers' Association and two nonmembers.

### CANNING INDUSTRY CODE.

A code of fair competition for the canning industry has been approved by President Roosevelt and will become effective Monday, June 11. This code does not include meat canners.

The code sets up a basic 36-hour week and 8-hour day for year-round employees, but those handling perishable products (defined as those which would deteriorate within 48 hours if not processed) during the canning season are permitted longer hours, provided additional qualified workers are not available. Males may not work over 60 hours per week without special dispensation; female employees are not limited in total number of work hours, but a sliding scale of overtime rates must be paid for all hours over 10 per day and for work on the seventh day of any week.

The code authority is required to develop within 30 days a system of independent audits of pay rolls.

The code sets up an open price association, prohibits price discrimination, false billing, unearned cash of quantity discounts, fraudulent premiums, unfair substitution, commercial bribery, false advertising, and unfair interference with competitors.

The National Canners Association will appoint a code authority of fifteen members to administer the code's provisions. Three members are to be nonmembers of the association, and two are to represent small canners, who pack less than 100,000 cases a year.

### PACKER AND FOOD STOCKS.

Price ranges of packers', leather companies', chain stores' and food manu-

## F. C. ROGERS, INC.

NINTH AND NOBLE STREETS  
PHILADELPHIA

## PROVISION BROKER

HARRY K. LAX, General Manager

Member of New York Produce Exchange  
and Philadelphia Commercial Exchange

facturers' listed stocks, June 6, 1934, or nearest previous date, with number of shares dealt in during week, and closing prices, May 30, 1934:

	Sales. Week ended June 6.	High. — June 6. —	Low. — June 6. —	—Close— June 6.	May 30.
Amal. Leather. 400	4	4	4	4	4 1/2
Do. Pfd. ....	....	....	....	....	30
Amer. H. & L. 200	6 1/2	6 1/2	6 1/2	6 1/2	6 1/4
Do. Pfd. ....	100	29	29	29	29
Amer. Stores. ....	100	42	42	42	43
Armour A. ....	18,525	6 1/4	6	6	6 1/4
Do. B. ....	8,925	2 1/2	2 1/2	2 1/2	3
Do. Ill. Pfd. ....	8,200	68	67 1/2	67 1/2	68 1/2
Do. Del. Pfd. ....	200	92 1/4	92 1/4	92 1/4	90
Beechnut Pack. 300	60 1/2	60 1/2	60 1/2	60 1/2	60
Bohach, H. O. ....	....	....	....	....	13
Do. Pfd. ....	....	....	....	....	50
Chick. Co. Oil. ....	700	27 1/4	27 1/4	27 1/4	27 1/4
Childs Co. ....	400	7	7	7	7
Cudahy Pack. ....	200	43 1/4	43 1/4	43 1/4	43
First Nat. Strs. 1,100	65 1/2	64	64	64	65 1/2
Gen. Foods. ....	4,200	32 1/2	32 1/2	32 1/2	32 1/2
Gobel Co. ....	2,000	7	7	7	7
Gr. A. & P. 1st Pfd. 30	129 1/2	129	129 1/2	129 1/2	130
Do. New. ....	130	131	131	131	132
Hormel, G. A. ....	50	16	16	16	16
Hygrade Food. ....	500	3 1/4	3 1/4	3 1/4	3 1/2
Kroger G. & B. 2,200	30	29 1/4	29 1/4	29 1/4	30
Libby McNeill. 2,600	5 1/4	5 1/4	5 1/4	5 1/4	5 1/4
McMarr Stores. ....	....	....	....	....	5 1/2
Mayer, Oscar. ....	....	....	....	....	5 1/2
Mickelberry Co. 100	1 1/4	1 1/4	1 1/4	1 1/4	1 1/4
M. & H. Pfd. ....	50	5 1/4	5 1/4	5 1/4	5 1/4
Morrell & Co. ....	....	....	....	....	43
Nat. P. P. A. ....	....	....	....	....	1 1/4
Do. B. ....	....	....	....	....	1 1/4
Nat. Leather. ....	650	1 1/4	1 1/4	1 1/4	1 1/4
Nat. Tea. ....	2,300	13 1/2	13	13	12 1/2
Proc. & Gamb. ....	4,100	33 1/4	33 1/4	33 1/4	33 1/2
Do. Fr. Pfd. ....	110	110	110	110	100
Rath Pack. ....	....	....	....	....	25 1/4
Safeway Strs. ....	2,300	48 1/2	48 1/2	48 1/2	48 1/2
Do. 6% Pfd. ....	280	103 1/4	103 1/4	103 1/4	104
Do. 7% Pfd. ....	150	111 1/4	111 1/4	111 1/4	111 1/4
Stahl Meyer. ....	100	5 1/2	5 1/2	5 1/2	5 1/2
Swift & Co. ....	12,500	15 1/2	15 1/2	15 1/2	15 1/2
Do. Intl. ....	3,250	31	30 1/2	30 1/2	30 1/2
Trunz Pork. ....	....	....	....	....	15
U. S. Cold Stor. ....	....	....	....	....	33 1/4
U. S. Leather. ....	600	7 1/2	7 1/2	7 1/2	7 1/2
Do. A. ....	300	12 1/2	12 1/2	12 1/2	12 1/2
Do. Fr. Pfd. ....	....	....	....	....	58 1/4
Weason Oil. ....	1,900	21 1/4	21 1/4	21 1/4	22
Do. Pfd. ....	400	58 1/4	58 1/4	58 1/4	57 1/2
Wilson & Co. ....	1,400	6	6	6	6 1/2
Do. A. ....	4,200	20 1/4	19 1/4	19 1/4	20 1/2
Do. Pfd. ....	1,800	74 1/4	74 1/4	74 1/4	76



ALBANY PACKING CO., INC.  
ALBANY, N.Y.

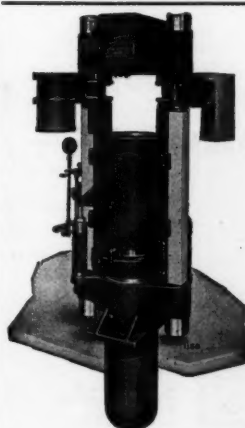
## Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.



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## FRENCH CURB PRESS

Will Give You

MORE GREASE

PURER GREASE

LESS REWORKING

GREATER CLEANLINESS

We invite your inquiries

The French Oil Mill  
Machinery Company

Piqua

Ohio

Week ending June 9, 1934

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# RETAIL SECTION

## Increasing Fish Sales from 100 To 1,000 Pounds per Week

ONE thousand pounds of fish are sold weekly in a store that handles only meat, which shows what the average exclusive meat dealer can do with fish and seafood, if he merchandises intelligently. This store is the Roma Meat Market, 78 Somerset Avenue, Plainfield, N. J., owned by Appoloni Brothers.

They believe that the meat dealer can make fish and seafood profits if he is willing to start modestly and build up sales step by step. He cannot expect maximum volume the first week but if he merchandises intelligently, he should build up a good volume within six months or less.

### Move Slowly at First.

"The meat dealer should stock at least 10 different species at the start because fish customers like variety," said A. W. Appoloni. "Two or three of these species may be smoked fish if there is a demand for it in the locality. A stock of ten different species is a good representative assortment, even when the dealer has built up a good volume on fish and seafood, but this depends upon the locality.

"A dealer doing business in seaboard territory will probably find the need for a greater assortment because people living there eat more fish than those residing inland. When we started selling fish we bought 10 pounds of each species, 100 pounds in all, on different items. We also bought a few dozens oysters and clams. We did not have the advantage of experience so bought very carefully on an equal quantity basis, until we had a better idea of customer demands.

"We arranged the fish attractively in a modern fish chest placed near the door so that customers could see the display. We added color to the layout by using parsley, ferns and slices of lemon between the rows of fish. A little red paprika sprinkled on fish also helps its eye appeal."

### Advertising By Word of Mouth.

"For two weeks prior to opening the fish department, we advised customers when they came in the store or phoned in orders, that we intended to carry fish and seafood in two weeks and to place their orders with us at that time. We mailed postcards to all customers on our list informing them of our pro-

### How to Do It

*This dealer increased his sales of fish surprisingly by sound merchandising.*

(1) *He spoke to all of his customers about his new department two weeks prior to its opening.*

(2) *He mailed post cards to all his customers about the new department.*

(3) *He provided window signs and store signs announcing the opening.*

(4) *He had a modern fish chest which displayed the fish to best advantage.*

(5) *He used common sense in buying.*

posed fish department. Window signs and store signs announced the opening and we made out attractive prices to induce customers to try our original offerings.

"With this advance billing plus the fact that we suggested fish and seafood to customers coming in the store, plus

### Meat Dealers Get Exemption from Grocery Code

Division Administrator Armin W. Riley of the NRA has granted an exemption from the retail food and grocery code for meat retailing, in order that public hearing may be held on that code to determine the justice of the meat dealers' application for a separate code.

Such a separate code has been presented by the National Retail Meat Dealers' Association, which claims that the retail meat trade is inadequately represented in the administration of the grocery code.

The order exempts "the selling of meats at retail, except the selling of meats packed in consumer containers."

Date of the hearing will be announced in the near future. Until a decision is reached meat dealers will not be expected to comply with the grocery code, or to pay dues for its administration.

C. H. Janssen, chairman of the National Food and Grocery Distributors' Code Authority, said the order was fully concurred in by the code authority. "It was, in fact, issued on the code authority's request," Mr. Janssen said.

another very important requisite—a modern fish chest, which displayed the stock to best advantage—we were able to sell out our entire first-day stock and could have sold 70 pounds more, 170 pounds in all. We kept a record of all unfilled requests so that we knew at the end of our first fish day that we actually had calls for 70 pounds more fish than we had stocked.

### Accurate Record Important.

"It is important to keep such a record, at least for the first few months, because it enables the dealer to buy next week's requirements with a reasonable degree of accuracy. The second week we bought 175 pounds of fish and by using plenty of sales suggestion, we sold the entire stock and could have sold 190 pounds in all. The third week we bought 200 pounds and were stuck with 10 pounds so we ordered only 205 pounds the next week and were stuck with 5 pounds.

"From then on, we kept increasing our purchases each week but we were guided by what customers asked for the previous week. It is unwise to increase fish purchases too fast just because the first few weeks register big increases. Naturally, by buying very low the first week, through notifying regular customers and through aggressive sales work, the meat dealer will more than likely turn many customers away, but he cannot figure on the same percentage of increased customer demand every week because his regular trade does not grow that fast and at first, his regular trade will furnish the nucleus for most of his fish sales.

### Sales Increase from 100 to 1,000 Lbs.

"On Friday we sell 750 pounds of fish and 250 pounds the remainder of the week. Monday and Tuesday we sell very little and usually buy on Wednesday so that we have fresh fish on hand Thursday. The meat dealer handling fish only on Friday should display it on Thursday, either in his show window or in his fish chest so that customers can get a preview of it. This will induce many to place fish orders for Friday delivery.

"We began selling fish to offset the decrease in Friday meat sales and not only did this make up for the loss, but it brought new customers to our store who eventually became good meat purchasers on all days but Friday. Fish is a logical and a profitable line for the meat dealer but he must buy it cautiously according to local customer demands, and merchandise it aggressively."



## MEAT EDUCATION GOES ON.

Meat merchandising demonstrations and meat lectures conducted by specialists of the National Live Stock and Meat Board during the month of May reached audiences in 25 cities of nine states, according to a report of the board. Average attendance at the 87 meetings was 571, or a total attendance of approximately 50,000 persons. Lectures and demonstrations were attended by retail meat dealers, women's clubs, cooking schools, teachers, high school assemblies, home economics students, packer salesmen, service clubs, dietitians, nurses, chefs and stewards.

Every phase of the programs proved of interest to the crowds attending. Much interest was shown in the talks featuring the food value of meat. Retailers were impressed with the fact that since meat was a good source of protein, iron, phosphorus, vitamins and other food essentials, it constituted an excellent sales argument for a greater sale of meat.

Seventeen high school assembly programs were given during the month. Demonstrations tied in well with meat studies in the classrooms. Twenty-two cooking school audiences and four women's clubs were reached with the meat story. The homemakers were enthusiastic over opportunities suggested by the new meat cuts in making the meat dish different.

Nine demonstrations were conducted the latter part of the month at Dallas, Tex., as a feature of "Meat For Health Week," conducted through the joint cooperation of livestock and meat interests, newspapers, hotels, restaurants, the chamber of commerce and other agencies.

States in which the meetings were conducted were Pennsylvania, New York, Massachusetts, Illinois, Indiana, Michigan, Iowa, Louisiana and Texas.

## MEAT STORY CONTEST WINNERS.

Competing against over 10,000 home economics students from 560 high schools of 47 states a Washington girl, Miss Anne Oczkewicz of Everett, was announced as the national champion in the eleventh annual National Meat Story Contest. The announcement was made by a committee of prominent home economists meeting in Chicago. The subject of the winning essay was "Proper Preparation of Meat."

This national honor carries with it a university scholarship award to be applied on a course in home economics. The National Live Stock and Meat Board has sponsored this contest annually since its inauguration in 1924.

Another Washington girl, Miss Eleanor Kirsch, of Everett, was second high in the western district. Other scholarship winners were the following: Central district, 13 states, Miss Mary Jane Kelley, Charleston, Ill.; Eastern district, 11 states, Miss Mary Eileen Wray, New Castle, Pa.; Southern district, 12 states, Miss Vivian Davey, Gretna, Va. Prizes were awarded also to authors of the best essays in each state. The winners were selected by

## Meat Demonstrations

MEAT MERCHANDISING SCHEDULE OF THE NATIONAL LIVE STOCK AND MEAT BOARD FOR WEEK OF JUNE 11.

Morgantown, W. Va. .... June 11-13  
Appleton, Wis. .... June 11  
Wausau, Wis. .... June 12  
La Crosse, Wis. .... June 13-14

the following judging committees; Dr. Louise Stanley, chief of the Bureau of Home Economics, U. S. Department of Agriculture; Miss Frances Swain, director of household arts in the Chicago Public Schools; Miss Jessie Alice Cline, professor of home economics at the University of Missouri; and Miss Josephine Wylie, associate editor of "Better Homes and Garden."

## NEWS OF THE RETAILERS.

Rene DeCastaker has re-opened his Quality Market at 804 Nineteenth st., East Moline, Ill., after having it completely remodeled.

Weaver's meat market, Baldwin,

Mich., has been destroyed by fire with a loss of \$5,000, partly covered by insurance.

A new meat market has been opened in Elma, Ia., by George Doubek.

A new Cedar Rapids food market opened recently at 1535 First Avenue E. by Frank P. Lewis, P. W. Scott and B. P. Mavis. First quality meats will be handled. There are thirty-five feet of refrigerated show cases in the store.

A new meat market has been opened by Joseph Blair in Michigan City, Ind.

Herbert Stolle and Herman Schuette have taken over the Sanitary Meat Market in Glencoe, Minn.

The following markets have been opened in Minneapolis, Minn., recently: by S. Lutzker at 1500 West Broadway; by Fred Dolbec at 303 W. Lake st.; and by I. E. Hagen at 1802 Riverside ave.

Bob and Joe Kirtzer have succeeded Wm. Hopp as proprietors of the meat market at Stanley, N. Dak.

A meat market has been opened on West Main st., Valley City, N. Dak., by A. H. Bjornson.

Polehua Brothers and Co. are opening a meat market at 96 16th ave., southwest, Cedar Rapids, Iowa.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on June 7, 1934:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS (1) (300-500 LBS.):				
Choice	\$10.50@11.50		\$12.50@13.00	
Good	9.00@10.50		11.00@12.50	
Medium	8.00@9.00		9.00@11.00	
Common	7.50@8.00		7.50@8.50	
STEERS (500-600 LBS.):				
Choice	10.50@11.50		12.50@13.50	12.50@13.50
Good	9.00@10.50		11.50@13.00	11.00@12.50
Medium	8.00@9.00		9.00@11.00	9.50@11.00
Common	7.50@8.00		7.50@8.50	7.00@9.00
STEERS (600-700 LBS.):				
Choice	11.50@12.50		12.50@13.50	12.50@13.50
Good	10.00@11.50		11.50@13.00	11.00@12.50
Medium	9.00@10.00	10.50@12.00	9.00@11.50	9.50@11.00
STEERS (700 LBS. UP):				
Choice	12.00@13.00	13.00@14.00	13.00@13.50	12.50@13.50
Good	11.00@12.00	12.00@13.00	11.50@13.00	11.00@12.50
COWS:				
Choice	7.00@8.00	8.00@9.00	9.00@10.00	
Good	6.00@7.00	7.00@8.00	7.00@9.00	7.00@8.00
Medium	5.00@6.00	6.00@7.00	6.00@7.00	6.00@7.00
Common	5.00@6.00			
<b>Fresh Veal and Calf Carcasses:</b>				
VEAL (2):				
Choice	9.00@10.00	10.00@11.00	10.00@12.00	
Good	7.00@9.00	9.00@10.00	8.00@10.00	8.00@9.00
Medium	6.00@7.00	7.50@9.00	7.50@9.00	6.00@8.00
Common	5.00@6.00	5.50@7.50	6.00@7.00	5.00@6.00
CALF (2) (3):				
Good			7.00@9.00	
Medium			6.00@7.00	
Common			5.00@6.00	
<b>Fresh Lamb and Mutton:</b>				
SPRING LAMB:				
Choice	18.00@19.00	19.00@20.50	18.00@19.00	17.00@18.00
Good	17.00@18.00	17.50@19.00	16.00@18.00	16.00@17.00
Medium	14.00@17.00	15.00@17.50	14.00@16.00	14.00@16.00
YEARLINGS (40-55 LBS.):				
Choice	17.00@18.00	16.00@18.00	15.00@17.00	16.00@17.00
Good	15.00@17.00	14.00@16.00	13.00@15.00	15.00@16.00
Medium	13.00@15.00	12.00@14.00	11.00@13.00	14.00@15.00
MUTTON (EWES) 70 LBS. DOWN:				
Good	6.00@7.00	7.50@8.50	6.00@8.00	6.00@7.00
Medium	5.00@6.00	6.50@7.50	5.00@6.00	5.00@6.00
Common	4.00@5.00	5.00@6.50	4.00@5.00	4.00@5.00
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lbs. av.	11.00@12.00	11.50@12.50	11.00@13.00	11.00@13.00
10-12 lbs. av.	11.00@12.00	11.50@12.50	11.00@13.00	11.00@13.00
12-15 lbs. av.	10.00@10.50	11.00@11.50	10.50@12.00	11.00@12.00
16-22 lbs. av.	10.00@10.50	10.00@11.00	10.00@11.50	10.00@11.00
SHOULDER, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	7.50@8.50		8.50@10.00	9.00@10.00
PICNICS:				
6-8 lbs. av.		9.50@10.00		8.50@9.00
BUTTS, BOSTON STYLE:				
4-8 lbs. av.	10.00@11.00		11.00@12.00	11.00@12.00
SPARE RIBS:				
Half sheets	4.50@5.50			
TRIMMINGS:				
Regular	4.50@5.00			
Lean	10.00@11.00			

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

Note: Effective June 4, lambs born in the Spring of 1933 classified as yearlings.

## NEW YORK NEWS NOTES.

Visitors from Wilson & Co., Chicago, to New York last week included Thos. E. Wilson, chairman of the board; W. R. Brown, legal department; E. J. Davidson, branch house department, and C. L. Ring, hotel department. Another visitor to New York was Harry J. Hays, assistant superintendent of the Buenos Aires plant, who was returning to South America with Mrs. Hays, following a stay in Chicago.

J. P. Spang, jr., vice president, and R. H. Gifford, head of the branch house sales department, Swift & Company, Chicago, were in New York last week.

Thomas H. Nash, vice president and general manager, Cleveland Provision Co., Cleveland, Ohio, was a visitor to New York last week, following a trip which included Washington, D. C.

F. C. Gates, vacuum-cooked canned meats department, Jacob E. Decker & Sons Company, Mason City, Iowa, was in New York for several days last week.

L. B. Dodd, dressed meat department, Armour and Company, Chicago, was a visitor to New York last week.

Meat, fish and poultry seized and destroyed by the health department of the City of New York during the week ended May 26, 1934, were as follows: Meat—Brooklyn, 216 lbs.; Manhattan, 2,986 lbs.; Bronx, 214 lbs.; Queens, 36 lbs.; Richmond, 925 lbs.; total, 4,377 lbs. Fish—Brooklyn, 6 lbs.; Manhattan, 10 lbs.; total, 16 lbs. Poultry—Manhattan, 35 lbs.

## PRICES PACKERS' PAY.

(Continued from page 14.)

pretty hard for the average American, who ate about 74 pounds of *pork* last year, to switch to imported canned *beef* for long when there was less than half a pound of it per year available for him.

On the other hand, imports of *pork* last year were around 3,000,000 pounds; in other words, there was less than *half an ounce per year* for each individual. Two people could have placed in one envelope, for one three-cent mailing, their combined allotment of imported *pork* for the whole year.

When we go the bottom of the question, therefore, we find that imports of meat into this country are so small that they can have little effect on prices of meat or prices of livestock. If we could persuade the American consumer to eat *one more steak or pork chop every six months*, it would do far more to raise the price of livestock than anything we could *possibly* do about meat imports.

## Who Pays the Processing Tax.

MR. DAVIES: Well, that part of the lady's question seems to be pretty well answered. Now what can you say about her contention that the farmer himself is being made to pay the processing tax on hogs, a tax which was intended to help him?

MR. KAHN: That's a much harder question, and one I may not be able to dispose of so easily.

There are three people who might be

expected to pay the processing tax, or a part of it, under some conditions. They are the consumer, the packer, and the farmer; and since the government collects the tax directly from the packer, some farmers seem to have assumed that the packer was supposed to absorb the tax out of his own profits.

That viewpoint quickly becomes an impossible one, however, when you realize that the \$200,000,000, or nearly that, which the packing industry will turn over to the government in processing taxes alone this year, is *more than six times the profits of our entire industry from all sources last year*.

Asking us to take six dollars of tax out of one dollar of profit is like asking one of the World's Fair midgets to carry the elephant in a parade. It's something that just can't be done; he might carry a foot, or a tusk, or a tail, but not the whole elephant!

Naturally, we sell the meat for whatever we can get for it; normally, we pass on to the farmer from two-thirds to four-fifths of what we do get for it; but somewhere in between the price of hogs and the price of meat, the processing tax must come in, and the inevitable effect of the taking of so large a tax is a widening of the spread between the price of hogs and the price of meat.

## Decreased Marketings Affect Hog Price

For the first three and a half months of this year, however, hog prices were higher than in the same weeks last year; and for four full months of this year, American farmers' income from sales of hogs to the packers gained nearly \$10,000,000 over their hog sales income of the same period last year—an increase of seven per cent for the whole four-month period.

For the month of April alone, revenue from hog sales did drop nine per cent from the preceding April's figure; but since prices, for the month of April taken as a whole, were still slightly higher than they were last year, this decline in farmers' income from hogs was due not to prices, but to *decreased marketings* as compared with those of the previous April.

Incidentally, the proceeds from the processing tax are returned directly to the farmer by the Government or used in ways to benefit hog prices.

MR. DAVIES: Mr. G. L. Schroyer of South Whitley, Indiana, writes in to ask how much more the hog raisers have received this year than last year, but you have already answered that question. He also inquires, "Have the packing interests reduced their valuations on paper as other interests have had to do, or are they still retaining the figures that were used by them before the depression?"

## Packers Have Little Over-Capitalization

MR. KAHN: There has been very little necessity for an adjustment of excess capitalization in the meat packing industry, because there has been very little over-capitalization in the first place. Very few of the packing companies handled enough easy profits in the so-called prosperity era to be greatly lured by the mirage of excess capitalization.

I have shown you already that we would have to go back ten years to reach a return of six per cent in any single year for the packing industry

as a whole. In the few instances where companies have felt that they were carrying properties at more than current value, they have taken steps to make the necessary adjustments. Nevertheless, the industry as a whole is proud of the sound conservation.

MR. DAVIES: We have also a letter from Mr. C. E. Carnahan of Mount Pleasant, Iowa, who points out that his lumber dealer, his farm implement dealer, even his meat dealer, figures the prices that he charges on a "cost plus" basis. Why not the same basis for the farmer, he asks, continuing: "The government fixes the price of gold and silver, and of bonds for the bondholder. It fixes the wages, salaries, and hours of all its employees, and of *others'* employees. It fixes the price of postage stamps, railroad rates, telephone and telegraph rates, and teachers' and county agents' salaries. Why not the price of pork? Is it less vital?"

## Why No "Cost Plus" Basis for Hogs.

MR. KAHN: I wish Mr. Carnahan were a meat packer instead of a meat grower. I'd like to have him on my side of the argument; a man who could state the farmer's case as convincingly as that could probably make a better radio talk than I've been able to do today. But there's one thing that we packers have had battered into our heads that Mr. Carnahan seems to under-estimate, and that is the fact that meat is a perishable product.

If meat would keep as long as wheat or cotton, for example, we packers might be delighted to have someone set the price of hogs at \$6.75 or some other figure profitable for the farmer, because all we would have to do then would be to set our own price on meat—and if the consumer didn't buy at once, we would just sit pretty and wait for hunger to take its course.

But meat *will not* keep like wheat or cotton, and as long as it will not, the consumer will have us at his mercy just as if we were selling ripe tomatoes on some hot Saturday night. Even if meat were not perishable, however, and even if it were possible to maintain a fixed price for it, an artificially high price would turn people to other foods and cause stocks of meat to pile up, and thus lead to an eventual crash.

## Farmer and Consumer Income Related.

I regret that I can give Mr. Carnahan no more encouraging promise than that. But I do believe that the fact that we have paid the farmers \$70,000,000 more in four months this year than last year, not to mention the processing tax, gives some proof that as the buying power of the consumer improves, and with it the income of the packer, the farmer's income also will come in for a boost whenever conditions permit.

And in the meantime, we would like to assure Mr. Carnahan that we need a "cost plus" guarantee almost as bad as he does; that such a guarantee, if one could be invented that would work in practice, would have saved us from going several million dollars into the red only three years ago, and again two years ago; but that, unfortunately, we have learned from sad experience that the man who tries to maintain a fixed price on a perishable product is only inviting the world to leave him, as they say, holding the sack.

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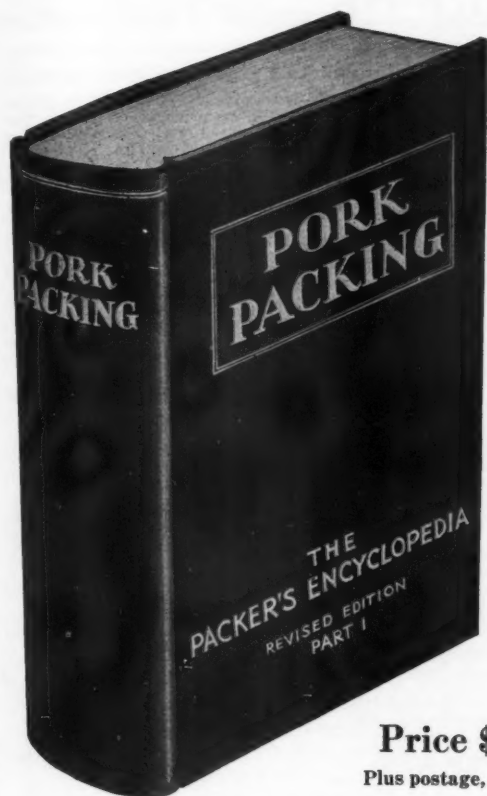
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This book is designed to show the pork packer how to operate to best advantage. It is a "test book" rather than a "text book." Figuring tests is emphasized and important factors in operation in all departments are discussed. (See chapter headings.)

It is NOT an academic presentation of the routine of pork packing. It IS a practical discussion of best methods for getting results, *backed up by test figures*, which every alert pork packer needs and should have.

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Chapter XIV: Stuffing the casings—Handling large sausages—Use of cookers and vats—Avoiding mold and discoloration—Trimming—Curing—Mixing—Chopping and stuffing—Casings—Surface mold—Dry sausage—Sausage cost accounting—Sausage formulas—Manufacturing instructions—Container specifications—Preparing boiled hams—Making baked hams.

### CHAPTER HEADINGS

- |                                      |                                 |
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| I—Hog Buying                         | XI—Curing Pork Meats            |
| II—Hog Killing                       | XII—Soaking and Smoking Meats   |
| III—Handling Fancy Meats             | XIII—Packing Fancy Meats        |
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| VIII—Making and Converting Pork Cuts |                                 |
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| X—Provision Trading Rules            |                                 |

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Week ending June 9, 1934

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Advertisements on this page, \$2.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 45 words, including signature or box number. No display. Remittance must be sent with order.

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### Cellar and Smokehouse Foreman

Wanted, good curing foreman, also capable of running smoked meat and sliced bacon departments. Must be able to figure costs and know what to get for his products. Give full details in replying to W-597, The National Provisioner, 407 S. Dearborn St., Chicago.

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## Position Wanted

### Packinghouse Superintendent

Are steam, power and maintenance costs too high in your plant? Would like to help small or medium sized packing plant reduce these costs at reasonable figure; or permanent place as chief engineer. Ohio preferred. Ready at once. W-602, The National Provisioner, 407 S. Dearborn St., Chicago.

### Superintendent

Superintendent, 20 years' experience, wishes position. Can eliminate bologna troubles and install simplified departmental system in your plant. Highest yields and lowest shrinkage assured. Efficient handling labor. Now located in New York. W-601, The National Provisioner, 300 Madison Ave., New York City.

### Working Sausage Foreman

Working sausage foreman, one from the old school, but up-to-the-minute on latest methods of manufacture of all kinds of sausage and packinghouse products, wishes position with reliable firm, in need of the services of a good workman. Can handle help and operate room at good profit. Married. Will go any place. W-596, The National Provisioner, 407 S. Dearborn St., Chicago.

### Working Sausage Foreman

Expert sausage maker wishes permanent position as foreman with large packer. Wide practical experience manufacturing all kinds of high-quality sausage, specialty loaves and delicatessen. Can handle men and operate sausage department profitably. Best references. W-595, The National Provisioner, 407 S. Dearborn St., Chicago.

### Your Sausage Troubles

Do you have trouble with your sausage and meat specialties? Cure? Seasoning? Shrinkage? Color? Smoking troubles? Keeping qualities? I can solve your difficulties for you. Write W-200, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

## Position Wanted

### Sales Manager

Experienced provision and car route manager seeks connection. Knows all packinghouse products; 18 years' experience processing and non-processing, also thorough sales and managing experience in U. S. and Canada and complete knowledge of rail stock, etc. Will go anywhere, depending on opportunity afforded. W-603, The National Provisioner, 407 S. Dearborn St., Chicago.

### Sausagemaker

A-1 sausage maker, German, 20 years' experience, all kind of sausage; also curing hams and bacon. Knows costs, can handle men, and supervise large or medium-sized packinghouse. Now superintendent in small plant. Can systematize and build business. Best references. W-604, The National Provisioner, 300 Madison Ave., New York City.

### Sausage Foreman

Expert sausage maker, German, desires permanent position with large packer as foreman. Wide practical experience manufacturing all kinds high-quality sausage, specialty loaves, and delicatessen. Can handle men and department to advantage and operate at profit. Now employed as foreman but seeking better connection. Good references. W-576, The National Provisioner, 407 S. Dearborn St., Chicago.

## Equipment for Sale

### Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

### Rendering Equipment

For sale, 10 Rotary Steam Tube Dryers, 6'x30' long, each with 37-4" tubes. Complete Hydrogenated Oil Plant. Send for circulars listing Grinders, Melters, Lard Rolls, Filter Presses, Cookers, Cutters, Meat Mixers, Hammer Mills, Disintegrators, Kettles, etc. What idle machinery have you for sale?

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- 1 No. 43-B "Buffalo" silent cutter.
- 1 No. 38 "Buffalo" silent cutter.
- 1 No. 32 "Buffalo" silent cutter.
- 1 No. 27 "Buffalo" silent cutter.
- 1 No. 41-B "Buffalo" grinder & motor.
- 1 No. 56-B "Buffalo" grinder & motor.
- 1 No. 66-B "Buffalo" grinder & motor.
- 1 700-lb. "Buffalo" mixer and motor.
- 1 400-lb. "Buffalo" mixer and motor.
- 1 1,000-lb. "Buffalo" mixer and motor.
- 1 200-lb. stuffer.
- 1 No. 54 hand stuffer.
- 1 400-lb. stuffer.

Write W-599, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

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## Business Opportunities

### Sell to Packer and Sausagemaker

Wanted, anything saleable to packers and sausage manufacturers in New England. Acquainted with and now successfully selling to them but can handle yours on commission. W-598, The National Provisioner, 300 Madison Ave., New York City.

### Packinghouse Departments

For lease on percentage basis: sausage room 50 x 50; provision room 50 x 50; pickle cellar 34 x 65; sausage cooler 20 x 65. Property clear. Our packing plant now slaughtering and chilling 900 beef and 2,500 veal monthly. We will assist in sales. Real opportunity for right party with experience and money. 3301 E. Vernon Ave., Los Angeles, Calif.

## Equipment Wanted

### Canning Machinery

Wanted, one used vacuum soldering machine, No. 176, made by The Mechanical Manufacturing Co.; or a No. 616 vacuum can sealer, made by The Albright-Nell Co. Reply giving particulars to W-592, The National Provisioner, 300 Madison Ave., New York City.

### Lard Roll

Wanted, used 3 ft. x 6 ft. lard roll for either brine cooling or direct expansion. W-600, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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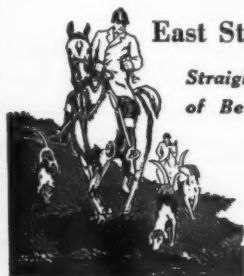
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